

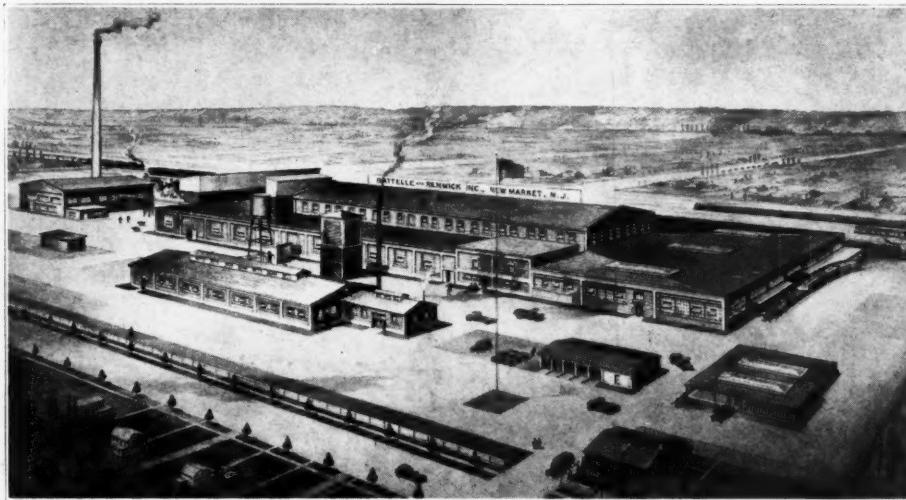
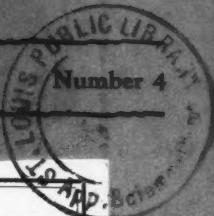
THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 78

JANUARY 28, 1928

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New fireproof refinery built in 1925

NIAGARA BRAND

Genuine double refined Saltpetre (nitrate of potash) and double refined Nitrate of Soda—"The old reliable way to cure meat right"—both complying with the requirements of the B. A. I.

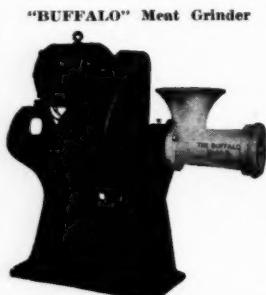
BATTELLE & RENWICK, INC.

Established 1840

80 Maiden Lane, New York City



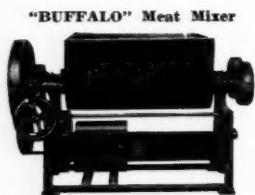
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Produces the finest quality sausage meat.



"BUFFALO" Meat Grinder
No more grinder troubles when you install a "BUFFALO."



"BUFFALO" Air Stuffer
Equipped with the famous leak-proof Superior piston.

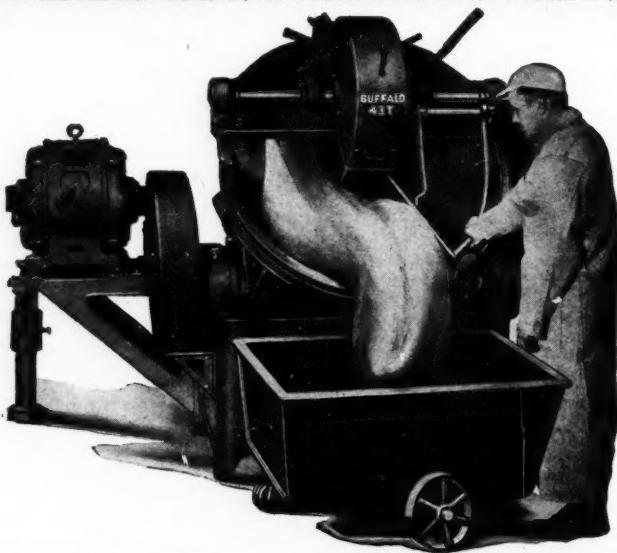
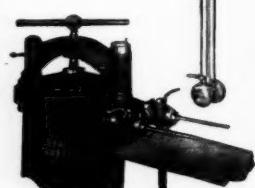


"BUFFALO" Meat Mixer
Mixes meat most thoroughly in least time.

SCHONLAND Casing Puller



Saves 50% to 65% in time and labor at the stuffing bench.



"BUFFALO" Self-Emptying SILENT CUTTER

THE cost of producing quality sausage is reduced to a minimum with this wonderful machine.

Cuts and empties a batch of meat in 3 to 4 minutes.

No hands touch the meat; conforms with all sanitary requirements.

The saving in time, labor and power plus the increase in yield made possible by the Silent Cutter principle of cutting the meat, assures lower overhead costs and greater profits in the sausage room.

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THE NATIONAL Provisioner

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Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 78. No. 4

JANUARY 28, 1928

Chicago and New York

Common Problems of Packers and Producers

What Man Who Produces Meat and Man Who Processes and Markets Must Do To Place Industry on Better Basis

Livestock producers and meat packers have a common problem in finding means by which a better return can be realized on their efforts.

The producer has felt from time to time that he did not receive an adequate return for his efforts when it came to marketing his livestock.

The packer had a much better year in 1926 than in 1927, and yet in 1926 he made only about 1½c per dollar of sales.

Government figures show that in the good year mentioned 580 meat packing concerns, with total sales of 3¾ billion dollars, made total profits of only 59 million, or about 1½c per dollar of sales.

Such a return is manifestly inadequate.

Better Profits and Lower Costs.

To increase profits and to reduce costs is a common problem of the packer and the livestock producer.

In discussing this situation with the National Livestock Producers Association this week Oscar G. Mayer, president of the Institute of American Meat Packers, pointed out some of the common problems as follows:

Direct buying.

Need for a new type of hog.

Hog production based on meat demand rather than corn supply.

Meat cheaper in comparison to other foods than it is today.

Maintenance of meat consump-

tion at or above its present level—a vital necessity to both producer and packer.

Mr. Mayer reviewed the practice of direct buying and told why the system was believed to be sound and why it had not influenced the decline in hog prices.

He expressed the belief that any legislation designed to force buying and selling of livestock at given points not only would be unsound, but unconstitutional.

Plea for a Better Hog.

Turning to the demand for leaner meats and the low prices

Direct Buying Facts

In the midst of heated discussion on direct buying of livestock the following facts should be kept in mind.

They are developed at length in the talk to producers by President Oscar G. Mayer which appears in this issue:

Packers buy direct when necessary to obtain their hogs, and to obtain enough hogs. They buy direct because producers choose to sell direct.

The total supply of hogs and the total demand for hogs—AND NOT THE PLACE OR METHOD OF PURCHASE—determines prices.

Direct buying serves to reduce and prevent market glutts, and consequent price losses to producers.

Producers net from 15 to 30c per 100 lbs. more in marketing hogs direct.

To limit the packer's buying market would limit the producer's selling market.

Direct buying is a natural economic development. It should be discussed on the basis of facts. The real problem is one of service to the producer and consumer.

for fats, a plea was made for supplying the meat packing industry with a hog that carried a greater proportion of lean to fat meat. A diversification of feed was pointed to as a possible means of accomplishing this.

Expressing the belief that the hog crops should be attuned to the demand for meat rather than to the supply of corn, Mr. Mayer said that if producers could pursue their hog raising activities with less dependence upon the corn crop, "this would do for the hog raiser and packer what the Federal Reserve system has done for the banker."

Turning to the severe competition of other foods which meat products must face, Mr. Mayer said that in his opinion it will be necessary to produce meat that will be still cheaper in comparison with other foods than it is today, if this competition is to be adequately met.

Mutual Interests of Producers and Packers

By Oscar G. Mayer.

Apart from my own deep and abiding interest in the welfare of agriculture, I am glad of this opportunity for an exchange of views between two important divisions of the livestock and meat industry—men whose functions are the production and marketing of livestock, and those whose functions are the processing and distribution of meat.

Entirely apart from the direct in-

terest in the problems of the producer which arise from our business relationships, the packing industry has a further interest in the welfare of agriculture, for it believes that a prosperous agriculture is essential in the long run to the prosperity of the nation, and knows that its own success is more certain when the entire nation prospers.

Packer a Factor in Agriculture.

I think you will agree that the American meat packing industry—which pays out to the producers of this country a sum of cash in excess of ten million dollars every working day—has been an important factor in whatever success the agricultural industry of this nation has achieved. I believe you also will agree that, regrettable as the situation of the farmer has been since the war, the livestock farmer probably has fared best.

It is the hope of the packing industry that the condition of agriculture will continue to improve . . .

Mutual Problems of Producer and Packer.

The mutual interest of producers and packers are manifold. One of the most important problems is that of maintaining and promoting the use of our common product—meat.

Every individual in the livestock and meat industry has a direct interest in seeing that meat consumption does not fall below its present level.

I am sure that the livestock producer realizes that the fundamental factor governing the value of his livestock is not what the packer thinks it is worth, or what the retailer may think it is worth, but is what the consumer will pay for it. And what the consumer will pay for it is determined to some extent by his opinion of meat's value to him as a food.

In the ham campaign, which was conducted last summer when export demand had fallen off sharply and a lull had occurred in the domestic trade, a few retailers said they would not push hams for the reason that the packers were long on them, and they saw no reason why they should help the packers out of a hole.

These men unfortunately did not appreciate that they were in the meat business to make a livelihood by selling meat, and that the fact that there was a surplus of hams was as much their concern as the concern of anyone else in the industry.

An Experiment in Co-operation.

I am glad to say, however, that the number of such dealers was few, and that as the campaign progressed the number became fewer still. It is only fair to add that retailers as a whole gave splendid cooperation, and that



OSCAR G. MAYER.

President, Institute of American
Meat Packers.

this initial small but successful experiment in cooperating advertising in the meat industry is a very telling index of what might be accomplished if producers in our industry should interest themselves in this work as the producers in other fields have done.

During recent years there have been far-reaching developments of such significance as to have made it all the more important that all factors of an industry realize their responsibility and work together for the common weal.

A movement known as the "new competition" has arisen throughout the land, and the competition which used to be limited to companies within a single industry has been dwarfed by the development of a devastating competition between industries.

We are prone to feel that our immediate competitor is our chief menace.

Yet witness how steel and concrete vie for supremacy in the building field; rayon seeks to replace silk; oil, in increasing extent, is chasing coal out of the boiler room; gas and electricity are competing against natural ice; and even the housewife's dust broom finds its field being cramped by the modern vacuum cleaner.

Food Competitors for Meat.

In the food industry a score of breakfast foods have been developed and advertised to compete with bacon and sausage for a place on the breakfast table. Vegetable shortenings are widely advertised to replace lard. Substitute foods have been developed and advertised to take the place of meat at other meals, and even a synthetic casing has been developed to replace the natural sausage casing which has been in use hundreds of years.

Competition is keen in the meat industry—in the packing division it is so keen, in fact, that profits in 1927 almost reached the vanishing point. But undoubtedly the competition which affects the entire livestock and meat industry most, if we will realize it, is that which we feel and will continue to feel from other industries.

In order to meet this competition it is necessary for the entire livestock and meat industry to be conducted in the most efficient way possible. Every branch of it must be up to standard. All factors of it must cooperate in keeping down costs and in studying more closely what the kingly and queenly consumer want of us.

Must Make Meat Comparatively Cheaper.

Although we undoubtedly will be able to enhance the consumer's opinion of meat through keeping constantly before the public the many merits of our

(Continued on page 44.)

Cooperation Aids Livestock Producer

A marked increase in the marketing of meat animals through cooperative commission companies was reported at the sixth annual convention of the National Live Stock Producers' Association, held in Chicago, January 25 and 26, 1928.

C. B. Denman, president of the association, reported an increase of 8 per cent over last year in the number of livestock handled by the organizations it represented, and this at a time when the number of livestock coming to the central markets of the country showed a decrease of 3 per cent. Mr. Denman felt that perhaps the greatest accomplishment of the movement was the placing of the livestock producer in the public market places.

According to the report of the secretary-treasurer, F. G. Ketner of Columbus, Ohio, the financial condition of the association is sound. Good returns have been made to the member producers out of a substantial profit made during the year, and the organization has a fair surplus.

Other speakers at the convention included R. W. Dunlap, Assistant Secretary of Agriculture, discussing "The Department and Organized Live Stock Producers"; Oscar G. Mayer, president of the Institute of American Meat Packers, on "Mutual Problems of Packers and Producers"; and F. B. Mumford, dean of the Missouri College of Agriculture, on "Research in Live Stock Marketing."

Automatic Regulation of Refrigeration

Eliminating the Human Element Saves Power and Better Products— Regulators Are Simple and Reliable

The value of automatic control to regulate heat in meat processing operations has been proved beyond question.

With it heat units are saved, labor can give its attention to processing operations rather than to regulating temperatures, and because the correct amount of heat for the process is maintained, better products are produced.

The same principles and results that apply to the regulation of temperatures in scalding water, cooking waters, etc., are now being applied to maintain temperatures in brine tanks, freezers and coolers, and in other places where low rather than high temperatures are required.

But though packers have come to realize that better economies and products result when high temperatures are regulated automatically, they have not come as yet very generally to the automatic regulation of the lower temperatures.

In the following article a refrigerating engineer discusses automatic as compared with manual regulation of mechanical refrigerating systems. He explains how constant low temperatures are maintained, and points out some of the savings made when the human element with its uncertainties is not depended on to maintain conditions required and desired for the best processing results.

Cutting Cooling Costs

By J. F. Hoffman.

A mechanical refrigerating system becomes more efficient in direct relation to the skill of the operator to adjust properly the operation.

In other words a plant may consist of the very best machinery manufactured, and in fact can be primarily perfect to perform, but when set in motion the results obtained can be as much as 50 per cent inefficient. This is due to the improper regulation of the cycle of performance.

For a simple example, we will compare an oil burning heating system, operated manually, with one that is under the control of automatic regulation.

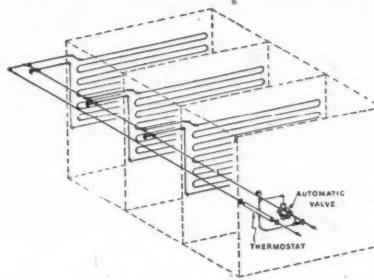
Consider first the attention required to keep the fuel supply to the burner in relation to the temperature changes

in the rooms heated. Many times the house is too warm, and for comfort the windows or doors are opened. Again the house becomes cold, and fuel must be consumed more rapidly to again heat the rooms.

Overheating at one time and not sufficient heat at another results in a very unsatisfactory heating system, as well as an expensive system to operate.

Regulators Save Power.

An automatic control on the fuel

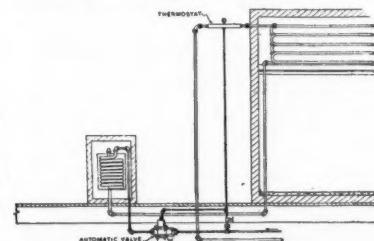


REGULATING STORAGE ROOMS.

How a thermostat and automatic regulating valve are installed to maintain constant temperatures in cold storage rooms.

supply to this same oil burning heating system soon pays for the investment. Then the room temperature regulates the rate of fuel consumption.

As the room tends to over-heat or under-heat the fuel is adjusted automatically to the burner to retard or advance the supply as the room tem-



COOLING THE COUNTER.

The utmost efficiency is maintained when automatic regulation is used on refrigerated display counters. Here is shown how one type of automatic regulator is installed.

perature change takes place. The result is a more even room temperature and a minimum of fuel consumed.

A system of refrigeration can be compared to an oil heating system. In many plants, large and small cooling work is still going on under manual control.

The manual control, for lack of something better, seems to satisfy the operator. However, if he will just think over the heating system illustration, he will begin to realize the disadvantage he is trying to overcome by the crude method of hand adjustment of the refrigerant supply to the cooling needs. Every operator will agree that in many cases his good judgment on an adjustment to the commonly termed expansion valve was just guess.

A Lard Cooling Illustration.

For example, suppose there is being operated a refrigerating system in a meat plant where a portion of the cooling load is used to cool lard or compound. The lard or compound roll, we will assume, is of the direct expansion ammonia type, and controlled by a hand expansion valve.

The load of cooling on this roll when working to capacity is, say, 90 tons of refrigeration per hour, and the hand valve is adjusted, as near as possible, to cool this load at the proper temperature. But do not lose sight of the fact that it would be an easy matter to set this hand valve if the lard flowed to the roll at the same temperature and quantity throughout the cooling process.

This load becomes variable, and naturally fluctuates as to the gravity of the flow to the roll. Therefore, it is not possible to set a constant flow regulator to any cooling, as the heat to be eliminated varies to such a degree that it would be impossible even to strike a fair average setting on a hand valve.

In a Cold Storage Plant.

The same illustration as mentioned on the lard cooling is also true to any cooling.

Suppose cold storage rooms constitute the plant. Is there any plant that is operated on a basis whereby the engineer is informed each and every time extra heat is placed in the cooler, and he in turn rushes to the control valve and attempts to open it so as to feed in more refrigerant to take out those heat units without any delay?

Not many plants operate on this principle, but you can imagine the lost time in doing cooling work if the supply refrigerant is not increased at the same time the heat is added?

(Continued on page 44.)

This Is a Story of Destiny—and Beef!

An intimate picture of the business side of G. F. Swift, along with the history of the development of the fresh meat business, is comprised in a new book called "The Yankee of the Yards"—the biography of Gustavus Franklin Swift. It is a story of "destiny—and beef."

The experiences of this giant of the meat packing industry—from his early days on Cape Cod as a local butcher, retailer, finally as a cattle buyer, and later in Chicago developing the dressed meat business and laying the foundations for the present organization of Swift & Company—are traced in considerable detail.

Starting in the meat business in 1855 at 14 years of age, he made such progress that a 35 "Stave" Swift—as his Cape Cod friends called him—was interested in two well-established firms and owned another.

But his vision led him into a still larger field. The East was depending more and more on the West for its cattle supply. G. F. Swift soon saw that there was great waste in shipping live cattle East for slaughter. He was of the opinion that freight should not be paid on all of the waste, but rather on the meat only.

So he came to Chicago in 1875 with \$30,000, and undertook the development of the fresh meat business. He began slaughtering cattle and the shipment of beef East on an experimental basis. This was in the winter of 1875-1876.

For twelve years he had almost insuperable difficulties to overcome in operation, financing, transportation, refrigeration and marketing. He stopped at nothing, and in 1887 the fresh meat business was well established.

Swift's Last Financial Struggle.

His last great struggle came with the panic of 1893. During this struggle he was able, with the aid of L. A. Carlton, to finance his packing business on its own assets. By the fall of that year the business had its last "growing pains." In a year or two the continual shortage of ready money was over.

During the next ten years, the last of his life, the head of the great organization was able to take his ease. He had built one of the largest industrial concerns in the country, placed it on a solid financial foundation, and made his company a leader among the great meat packing companies of the world.

The reader is impressed with the fact that the man went forward from the beginning—that he recognized no obstacles, never regarded himself as beaten—and while carrying many

heavy burdens still had time to think and plan and pioneer.

Left His Mark on His Men.

Of particular interest is the mark this dominant personality has left on the business which bears his name. The basic principles in his ideas of business conduct have been tested through the



GUSTAVUS F. SWIFT.

decades and have been found to stand the test of time and of changing conditions.

The book furnishes interesting reading for anyone, but especially the student of packinghouse history and operation. It is the work of Louis F. Swift, the eldest son of the founder and present head of the company, in collaboration with Arthur Van Vlissingen, Jr. It contains 218 pages, with historical illustrations, and is published by the A. W. Shaw Company.

PORK AND BEEF CHARTS.

The Department of Public Relations and Trade of the Institute of American Meat Packers is offering to member companies at cost a quantity of large colored beef and pork charts which were printed last spring, together with an additional supply which had been ordered by a number of members.

Meat charts have been found valuable for the purpose of making consumers familiar with a greater number of cuts. Many meat men feel strongly that consumers center their demand on a relatively small number of cuts merely because the other cuts have not properly been called to their attention.

In a recent survey, the U. S. Department of Agriculture found that the average housewife was familiar with only two roasts, whereas there are at

least a score of different roasts from which the housewife may choose if she is familiar with the various cuts.

These charts are intended for display on the walls or in the windows of retail meat stores and for distribution to schools, where large numbers of housewives and future housewives may see them and study them.

Both the pork charts and the beef charts show the principal wholesale and retail cuts. The charts are printed in three colors on heavy white paper. The size is 22 by 34 inches. The drawings and engravings alone cost approximately \$2,000.00.

DECLINE IN MEAT EXPORTS.

The export trade in American meats and meat products declined more than fifty million dollars during 1927, according to a statement issued by the Institute of American Meat Packers.

"Although the quantity of meat and meat products exported declined only about 12 per cent during the eleven months of 1927 for which complete figures are available, as compared with the same period in 1926, the value declined approximately 25 per cent," the statement continues.

"The greatest declines occurred in exports of hams and shoulders. During the first eleven months of 1926, 171,000,000 pounds of these products, valued at more than \$40,000,000, were exported. During the same period in 1927, only 113,000,000 pounds, worth \$23,465,000, were exported.

"There was only a relatively small decline in the exports of animal fats and oils, and export classification which consists largely of lard. These exports declined 5 per cent in quantity and 16 per cent in value as compared with the preceding year.

"Figures for meat alone for the eleven-month period showed a decline of 27 per cent in the quantity exported, with a decrease of 35 per cent in value, as compared with the similar period of 1926. Increased production of hogs in Europe was largely responsible for the decreased demand from abroad.

"Exports during the year consisted almost exclusively of pork and pork products. Exports of beef and beef products were relatively small."

PACKERS ON THE RADIO.

On Thursday night, January 26, Kingan & Co., whose main plant is at Indianapolis, gave the first of a series of radio programs, broadcasting from station WFBM, Indianapolis. It is the present intention of Kingan & Co. to broadcast a high-class instrumental and vocal program from 8:30 to 9:30 every Thursday night from this station.

January 28, 1928.

THE NATIONAL PROVISIONER

21

More Hogs and Less Cattle on Farms

An increase of more than 4,500,000 head is shown in the estimated number of hogs on farms January 1, 1928, compared to a year ago, and 7,000,000 more than two years ago. Sheep also showed a substantial increase over one and two years ago.

Beef cattle on farms declined more than 1,500,000 head, while cattle held for milk production showed a slight increase.

Commenting on its estimate of hogs, cattle and sheep on farms, the U. S. Department of Agriculture says:

Hogs—The number of hogs on farms increased materially during 1927, and the number on January 1, 1928 was 58,969,000 head, compared to 54,408,000 head on January 1, 1927, an increase of 8.4 per cent. All sections of the country showed decided increases.

The total value January 1, 1928 was \$709,217,000 compared to \$868,842,000 January 1, 1927, the value per head being \$12.03 this year, compared to \$15.97 a year ago and \$15.21 two years ago.

All Cattle—The number of all cattle, including milk cows, on January 1, 1928, was 55,696,000 head, compared to 56,872,000 head January 1, 1927, a decrease of 2.1 per cent. The value per head this year was \$54.12, compared to \$42.36 a year ago and \$38.70 two years ago. This marked advance in the value per head brought total value of cattle January 1, 1928, to \$3,014,086,000, compared to \$2,409,077,000 on January 1, 1927, in spite of the decrease in numbers.

Cattle numbers are now the lowest in fifteen years, and are probably near the low point that will be reached in the downward movement in numbers that began about 1919.

Milk Stocks—Cows and heifers two years old and over kept for milk showed a small increase during 1927, the number January 1, 1928 being 21,948,000 compared to 21,818,000, an increase of 0.6 per cent. The average value per head January 1, 1928 was \$77.43 compared to \$62.43 January 1, 1927 and \$57.34 January 1, 1926. The number of heifers one to two years of age being kept for milk cows showed some tendency to increase during 1927, the number January 1, 1928 being 4,175,000 head compared to 4,048,000 head January 1, 1927.

Sheep—Sheep numbers continued to increase during 1927 and the number on farms January 1, this year, was 44,545,000 head compared to 41,846,000 head January 1, 1927, an increase of 6.5 per cent. The value per head January 1, this year, was \$10.22 compared to \$9.71 a year ago. The total value

was \$455,224,000 this year compared to \$406,231,000 last year.

The total value of all livestock on January 1, 1928, was \$5,596,922,000, compared to \$5,078,418,000 on January 1, 1927. The 1928 valuation is the highest since 1921.

The increased value this year, amounting to 10.2 per cent, was due principally to the marked increase in the value per head of cattle, which much more than offset the decrease in cattle numbers, and also offset the decrease in total hog values which resulted from the marked decrease in the value per head.

ARMOUR ANNUAL MEETING.

The annual stockholders meeting of Armour and Company was held in Chicago on January 27. President White submitted a report on the operations of the company for the fiscal year 1927. Details of this report appeared in THE NATIONAL PROVISIONER of January 14.

The stockholders adopted a resolution approving the conduct of the business by the company's executives, and re-elected the board of directors, adding three new members, all of them active in the company's business. They are Charles J. Faulkner, Jr., general counsel; Charles H. MacDowell, presi-

dent Armour Fertilizer Works, and Henry W. Boyd, president Armour Leather Co.

At a meeting of the directors following the stockholders meeting all of the company's officers were re-elected, as follows:

President, F. Edson White.

First vice-president, Philip D. Armour.

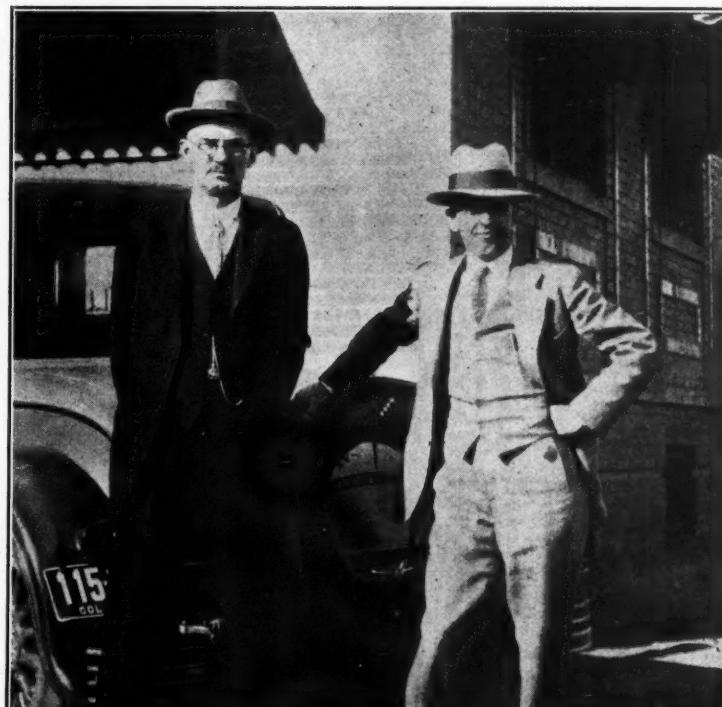
Vice-presidents, Arthur Meeker, A. Watson Armour, Charles H. MacDowell, Frederick W. Ellis, Herbert S. Johnson, George M. Willets, T. George Lee, Warren W. Shoemaker, Lester Armour, Henry C. Carlson.

Treasurer, Philip L. Reed; assistant treasurers, Charles E. Hazard, Louis E. McCauley, Herbert G. Black.

Vice President and secretary, William P. Hemphill; general auditor and assistant secretary, Warren H. Sapp; assistant secretaries, Albert H. Willett and John A. Brown.

Comptroller, Edward L. Lalumier.

The directors are Samuel McRoberts, Albert H. Wiggin, Philip D. Armour, Charles F. Curtiss, Bernard A. Eckhart, A. Watson Armour, Robert P. Lamont, Arthur Reynolds, Lester Armour, Arthur Meeker, Harvey J. Sconce, Laurance H. Armour, John S. Pillsbury, Sewell I. Avery, Philip L. Reed, James H. Douglas, F. Edson White, Nelson Morris, Chas. J. Faulkner, Jr., Chas. H. MacDowell, Henry W. Boyd.



HARVEY NUCKOLLS HAS A NEW TEAMMATE.

Recent photograph of G. H. Nuckolls, president of the Nuckolls Packing Co., Pueblo, Colorado, and his new general manager, R. R. Pinkney, formerly of Chicago. (Photo courtesy of Denver Record-Stockman.)

January 28, 1928.

Allied Packer Report Shows Adjustment

Adjustment made by Allied Packers, Inc., directed toward the placing of the company and its subsidiaries in a better financial position, resulted in the shewing of a net loss for the fiscal year ended October 29, 1927, of \$2,113,167.25.

The net sales for the year totalled \$67,420,232.00, with a gross profit on sales of \$2,546,106.39. This and other income totalled \$2,603,873.72. Selling, general and administrative expenses amounted to \$3,260,959.30, resulting in a net loss from operations of \$657,085.58.

To this amount was added provision for sundry losses, amortization bond discount, refinancing and organization expense, and interest, all amounting to \$1,456,081.67, totalling the loss for the year of \$2,113,167.25.

The loss on the sale of Canadian properties, provision for loss on the anticipated disposal of unused properties, loss on liquidation of affiliated and subsidiary companies and provision for British Ministry of Food claim, less sundry reserves, totalled surplus deductions of \$3,506,532.21, making a net decrease in net worth of \$5,619,699.46.

Report of the President.

In his letter to the stockholders, under date of January 25, 1928, President Frank R. Warton said in part:

"The year reflected in the annual report of the company, ending October 29th, 1927, has been one of greatest importance to the company. During the period we have concentrated our efforts upon the operation of certain properties which have in the past been operated at a profit and have used our best efforts to dispose of the properties which have been unprofitable.

"Certain of the unprofitable properties have been sold. These sales have improved the company's quick position to a degree which, with the further extension of credit by the company's banks, it is hoped will permit the company to continue operations for the coming year with the probability of profit resulting therefrom materially increased.

An examination of the balance sheet will disclose the fact that the company's ratio between its current assets and current liabilities is sound, showing an equity of approximately \$5,000,000, but the expansion of its credit is difficult due to the heavy bonded debt.

"Values have been carefully arrived at and the balance sheet conservatively reflects the company's present position as a going business. The valuation placed upon inventory provides a margin of safety and the properties and plants have been included upon a basis

pronounced conservative to a going concern, by the American Appraisal Company.

"The probable sales value of certain unprofitable physical properties remaining unsold, negotiations leading to the sale of which are now in process, has been estimated, and a reserve of \$749,471.71 was set up to provide for the expected book loss on such sale. These properties are not essential units of the business; in fact, they have no part in our program of present or future operations.

"It is with regret that we report an operating loss for the fiscal year of \$2,113,167.25; this is attributable to two major causes: First, to the write-down of inventories and other assets to a point reflecting values that will allow a normal margin of safety; second, and perhaps more important, to general conditions in the packing industry of the United States and Canada.

"During the fiscal year prices on all packinghouse products receded to unusual levels, and a substantial portion of the loss was taken in market decline of inventory during manufacture; for example, the price of hams in the early part of the year 1927 averaged 21½c per pound, while on October 31, 1927, this product was selling at 14c per pound. Bacon suffered similarly by comparison."

The condensed consolidated balance sheet of the company and subsidiary companies as of October 29, 1927, is as follows:

ASSETS.		
Current and Working Assets: Cash on Hand and on Deposit	\$ 755,598.01	
Notes Receivable		
Customer.....	10,159.34	
Accounts Receivable..	1,885,544.07	
Less: Allowance for Doubtful	355,797.47	1,529,746.60
Inventories, Live Stock, Packing House Products, Supplies, etc.	3,275,779.83	
Unexpired Insurance Premiums and Cash Value of Deposits..	38,153.98	
Prepaid Interest.....	18,127.34	
	\$ 5,627,565.10	
Accounts Receivable—Trade Balance of \$1,282,259.26 sold to Interstate Sales Corporation for acceptances, and guaranteed—Per Contra... Other Assets: Funds with Trustee—Arising from sale of assets of Canadian Packing Company, Ltd.	\$ 156,177.76	891,086.21
Miscellaneous Accounts Receivable, Memberships, Claims, etc.	90,852.00	247,029.85
Sinking Fund — First Mortgage Bonds Western Packing and Provision Company		974.84
Property and Plant Land, Buildings, Machinery, etc. ...	10,006,110.79	
Good Will, Brands and Trademarks	3,467,624.15	
Deferred Charges: Bond Discount, Organization and Re-financing Expenses, Miscellaneous Supplies, etc.	1,587,192.55	
	\$21,827,583.49	

LIABILITIES.		
Current: Notes Payable for Borrowed Money U. S. Banks \$	114,500.00	
Accounts Payable and Accrued Accounts... .	644,826.31	\$ 759,326.31
Interstate Sales Corporation: Accounts Receivable sold and guaranteed under agreement, being balance of \$1,282,259.26, for which acceptances of \$1,210,000.00 were received and discounted—Per Contra	891,086.21	

Bonded Debt: Allied Packers Incorporated First Mortgage and Collateral Trust Sinking Fund — 8% Gold Bonds — Due 1939 Outstanding or issuable under readjustment plan.....	5,422,500.00	
Debenture Bonds—8% Convertible—Due—1939 Outstanding... .	2,913,000.00	\$ 835,500.00
Western Packing and Provision Company First Mortgage 6% Gold Bonds — Due 1932 Outstanding... .		685,000.00
		\$ 9,020,500.00
Reserves: For Contingencies, Accidents, etc.	190,308.20	
For Loss on Anticipated Disposal of Unused Properties.. .	749,471.71	948,779.91

Capital Stock: Prior Preference Cumulative Participating Outstanding or issuable under readjustment plan	\$ 5,935,000.00	
Senior Preferred—7%	5,957,100.00	
Preferred—7%	113,900.00	
Common Stock: Without par value—outstanding 100,500 shares Deficit	1,798,108.94	10,207,891.06
		\$21,827,583.49

BUTCHER SUPPLY MEN MEET.

The seventh annual convention of the National Butchers & Packers Supply Association was held this week at Washington, D. C. There was a large attendance and a very successful program.

Officers elected for the ensuing year were: President, V. P. Warren, Atlanta, Ga.; vice president, T. A. Dowling, St. Louis, Mo.; secretary, DeWitt C. Reed, New York; treasurer, Gustav J. Gruendler, St. Louis; directors, Leo Brand, New York; Clarence Baier, New Brunswick, N. J.; R. J. Bosanko, Denver, Colo.; Arthur Daemicke, Chicago.

The convention adopted a resolution opposing the federal law for the maintenance of resale prices.

ITALY ADMITS OUR MEATS.

Certificates for meat and meat food products exported to Italy need no longer be vised by Italian consuls, according to instructions issued by the U. S. Bureau of Animal Industry to meat inspectors and proprietors and operators of official establishments. The bureau has been officially advised that this requirement has been rescinded by the Italian government, and that certificates are now accepted by the government without consular vise.

January 28, 1928.

THE NATIONAL PROVISIONER

23

THE NATIONAL Provisioner

Chicago and New York

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PAUL I. ALDRICH, Vice-President.
OSCAR H. CILLIS, Sec. and Treas.

PAUL I. ALDRICH, Editor and Manager

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If there is any delay, please save the wrapper, mark on it the hour of delivery to you by the carrier, and send it to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

This will aid us in obtaining proper service for you from the Post Office.

INSTITUTE OF AMERICAN MEAT PACKERS.

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Executive Vice President—W. W. Woods, Institute of American Meat Packers, Chicago.

Vice Presidents—J. J. Felin, John J. Felin & Co., Philadelphia, Pa.; F. S. Snyder, Batchelder & Snyder Co., Boston, Mass.; E. A. Cudahy, Jr., Cudahy Packing Co., Chicago; J. A. Hawkins, Allied Packers, Inc., Chicago.

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Consider Hog Buy Daily

The heavy marketing of hogs and their quick absorption by the trade indicates either that packers are willing to stock up pretty heavily on hog meats, or that consumer demand is moving product into trade channels rapidly. Figures of storage stocks point to the former condition rather than the latter.

Just how far packers are warranted in stocking up will depend on the hog supply later on.

There is a good deal to indicate that little in the way of shortage can be expected in the hog market in the spring, and possibly not in the summer, either. Should prices suffer further declines, the probabilities are that breeding stock will not be regarded by producers as such good property, and the clean-up of the farms will further increase already adequate runs.

Product from 8c hogs is much better property than product from 12 and 13c hogs. The packer has less to lose in the way of inventory shrinks from month to month this year than he lost last year.

Yet there is a point where stocks become so heavy that good merchandising practices are likely to vanish, and the only alternative is unloading.

Past experience has shown unloading to be expensive. Avoiding the necessity would seem to be the safer course. The only way to do this is to consider the hog buy carefully from day to day—not in the light of the number of hogs on the market, but of present and future trade needs.

Are They Timid or Tight?

A prominent executive in the meat industry, in a statement made recently, blamed the packer for the slow progress in improved equipment and advanced methods and processes that has been made in many packing plants.

Progress in the meat industry, he said, has been retarded by the attitude of mind of executives, department heads and foremen. Men who, above all others in the organization, should be open-minded and ever on the alert for new and advanced ideas to reduce waste, lower costs and increase efficiency, have been slow to permit im-

provements to come in. They have feared to depart from the accepted ways of doing things.

"It can't be done" is a phrase heard less frequently today than a few years ago. The "impossible" has been accomplished so frequently of late that to say "it can't be done" marks one either as very brave or very badly informed.

The simple fact that a packinghouse executive, in his advancement to the position he now holds, learned to arrive at a certain result in a particular way, does not mean that method cannot be improved.

As a matter of fact there are few machines and processes, in the packinghouse industry or elsewhere, that have reached the ultimate in efficiency. Every day, through research and study, new facts are being brought to light and further information discovered which, in many instances, might be taken advantage of to improve meat plant efficiency and profits.

A meat plant must do one of two things—it must advance and keep in step, so far as efficiency is concerned, or it must slip back. It cannot stand still.

There is in the meat packing industry just as much ability as is to be found in other industries which are ahead of the meat industry in processing and merchandising methods. The industry is paying for brains and ability—and in not a few instances it is not getting value received!

This is not because those who possess the brains are unwilling or unable to function 100 per cent, but because they are handicapped and restricted in their efforts.

It may be a safe plan not to take a chance, and to refuse to spend money to improve machines, methods and processes, but it's expensive in the end.

There are literally dozens of places in the packing plant where money can be saved. The live executive will seek out these inefficient spots and try to correct the conditions that make inefficiency possible. He may spend some money without accomplishing worth-while results, it is true, but if he undertakes the work with understanding and judgment, he will eventually come out away ahead of the game.

Practical Points for the Trade

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Handling Pig Skins

A Western packer asks the proper method of handling and grading pig skins.

He says:

Editor The National Provisioner:

We would appreciate it very much if you would give us the method of grading D. S. pig skins, No. 1, 2 and 3.

All information regarding the manufacture, grading and curing of these skins that you can give us will be greatly appreciated.

In the handling of pig skins it should be borne in mind that all skins must be carefully fleshed or fatted before they are sold. If they are in such condition that they must be again fleshed at the tannery the packer is certain to suffer a price reduction.

Skinning and fleshing machines are generally used for removing the fat from the skin, but even then a close check must be kept on the production to see that it is properly handled.

Fleshing may be done by hand, and here even more care is necessary to get good results.

Fleshing by Machine.

If fleshed by machine, the knife of the skinning machine should be set as close to the skin as possible. This is particularly true when skinning fat from shoulders and hams, or skinning fat backs.

There is a very small sack around each hair root which may be easily seen on close examination. This sack contains a fatty tissue. Each of these sacks must be broken by scraping, and the contents removed in the fleshing process.

Fleshing machines are built to do the work, and it may be more easily accomplished by the use of such a machine.

Fleshing by Hand.

However, if there is no fleshing machine available, the fleshing must be done by hand, as follows:

Use a flat top table, part of which is covered with steel or other hard metal. On one end of the metal plate is a device for holding the skin, which keeps it in proper position during the operation of fleshing.

About 2 in. of the end of the skin should be left hanging over the edge of the table, and the holding device closed over it.

A blade about 5 in. long, called a cabinetmaker's scraper blade, is to be fastened firmly into a wooden handle, and this is called a fleshing knife. The square edge on the blade should be kept sharp all the time by frequent filing.

Scrape the skin with this fleshing knife. Exert sufficient pressure on the knife when scraping to break the small sacks in the skin surface which hold the fatty tissue.

The accumulated fat from the scraping is to be dropped through an opening in the table into a container. The scraping is done in a direction away from the holding device and toward this opening.

Great care must be taken to inspect shoulder ends of skins carefully, in order to see that fleshing is properly done, as this is the most difficult part to flesh.

After properly fleshing the part of the skin which is exposed, reverse the ends in the holding device and flesh that part which was covered.

Grading Pig Skins.

Skins are graded as follows:

Extra No. 1, 6 in. in width by 18 in. long, and free from holes.

No. 1, 5 to 6 in. by 16 to 18 in. long, and free from holes.

No. 2, 4 to 5 in. by 12 to 18 in. long, and free from holes.

No. 1 ham and shoulder skins, 7 in. in width by 11 in. long, and free from holes.

No. 2 ham and shoulder skins, 5 in. by 9 in. or 6 in. by 7½ in. Any piece which will measure 45 sq. in. may be included in this selection.

Salting and Packing.

When the grading of the skins has been finished, they are then salted.

First bundle them, placing 27 lbs. green weight in each bundle. Weigh off properly 27 lbs. green weight, then lay each skin flat in salting box and carefully salt.

After salting, pile in a bundle and tie with a string about 4 in. from each end.

Fine dried salt, such as is used for curing dry salt meats, should be used in the salting box.

When bundled, place in piles in a dry cellar. In many packing plants these pig skins are covered with D. S. curing salt and piled in the dry salt cellar.

These dry salted pig skins are usually invoiced at 25 lbs. net per bundle. Use a light strong barrel, such as a sugar barrel, when packing the skins for shipment in less than carload lots.

Handling Edible Tankage

A Western packer wants to get away from pressing edible tankage. He plans to handle this through his inedible dry unit. He says:

Editor The National Provisioner:

We want to get away from pressing edible tankage and handle it direct from the edible tanks into our dry rendering cooker. The point is, we want to do away with our fertilizer and press room and handle this material through the dry rendering equipment.

Any help you can give us in working this out will be much appreciated.

Regarding the handling of edible tankage through the dry rendering system. This is done in a number of plants, either by the use of a blow system or the product can be trucked to the dry cooker.

The tankage should first be drained thoroughly of all lard and water. This can be accomplished by spreading it on a fine mesh screen and letting it drip until all the grease and water is drained off. This is desirable for two reasons. The water content should be low and no more lard should be sent to inedible than possible.

After the tankage is thoroughly drained it is ready to be blown or trucked to the dry unit and handled the same as any other material rendered in the dry process.

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Handling Casings

Do you know how to handle hog and sheep casings?

It means profit to you if you do and LOSS to you if you don't.

Complete directions for handling hog, sheep and beef casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They are invaluable to the packer who wants to handle his casings in the right way.

These may be had by subscribers, by sending in the attached coupon, together with a 2c stamp for each.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me directions for
hog casings.
(Cross out one not wanted.)

Name

Street

City

Enclosed find 2 cent stamp.

Blood Sausage Formulas

A meat manufacturer in the East requests a recipe for blood sausage. He says:

Editor The National Provisioner:

Will you please send me formulas and directions for making blood sausage?

The inquirer does not specify whether he wants the plain blood sausage, or whether he wants tongue blood sausage. Therefore formulas for the manufacture of both of these products are given:

Blood Sausage.

Following is a formula for blood sausage, with directions for handling:

Meats:

35 lbs. back fat, salted
15 lbs. fresh pork hearts
15 lbs. salted beef trimmings
20 lbs. salted pork trimmings
15 lbs. salted pork rinds

Scald the back fat for 30 minutes and cut in cubes.

Boil the pork hearts and beef and pork trimmings for 1 hour, and cut in cubes.

Cook the pork rinds until tender, and then run through $\frac{1}{8}$ -inch plate of grinder.

Mix the ingredients adding 1 gallon fresh pigs' blood.

Seasoning:

2 lbs. salt
3 oz. white pepper
1 oz. allspice
 $\frac{1}{2}$ oz. cloves
 $\frac{1}{2}$ oz. savory

Stuff in narrow beef bungs or hog middles and boil for 1 hour at 180 degs. or until nothing but clear fat appears when pricked with a needle.

Cool in cold water, and keep stirring while cooling. Hang up to dry for 3 days.

Tongue Blood Sausage.

A popular method for making blood sausage with tongue is as follows:

Meats:

125 lbs. hog snouts
15 lbs. hog skins
10 lbs. back fat or cubes

150 lbs. meat
10 lbs. blood

Use 2 or 3 cured hog tongues to one sausage. Cut the back fat into thin layers wide enough so it can be rolled around the tongue and cover it evenly. Be sure the fat is cut thin.

Use beef bungs for containers. Cut them 10 to 12 inches long.

Cook hog snouts and skins well, then grind through fine plate. Then mix fat cubes and blood together with the ground snouts and skins.

Add the following seasoning:

9 oz. ground white pepper
 $\frac{1}{2}$ oz. ground red pepper
5 oz. marjoram
 $\frac{1}{2}$ oz. cloves
 $\frac{3}{2}$ lbs. salt
2 lbs. onions

Use enough of the liquor from cook-

ing snouts and skins to thin. Mix well.

Stuff by hand. Place tongues in the casing at the time the bung is filled, putting them lengthwise in the casing, so that when the sausage is cut it will show in the center of the slice. This will make a very attractive piece of goods.

Another way to use the tongues is to put them through a head-cheese cutter twice, so the pieces are not too big. Mix them with the other ingredients in place of the whole tongue.

Cook blood tongue sausage 3 to 4 hours, according to size. When cooked lay the sausages on the table to cool. In one-half hour turn them over. Lay boards on top with some weight on to press.

Outlet for Horse Meat

A subscriber in the Southwest wants to know the outlet for horses for meat purposes. He says:

Editor The National Provisioner:

Would you kindly advise if there is a market where horses can be sold for meat purposes in the United States?

Horse meat is not sold for human consumption in this country. In plants where horses are slaughtered for meat the product is packed for export.

The outlet in this country for horse meat is in the manufacture of dog feed, and in meat meal and cracklings for hog and chicken feed. Some of the product goes into fertilizer.

Horse slaughter in this country has consisted mainly in getting rid of range horses, although a few plants have operated for the export trade and for the recovery of inedible grease, fertilizer and hides.

Frankfurt Costs

Are your frankfurts making money for you?

The only way to know is to make frequent tests. Cost of materials is likely to change overnight, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S Revised Sausage Test Card will help you in your figuring. Send for a supply on the coupon below:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me Sausage Test Cards. I want to keep posted on my frankfurt costs.

Name

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Single copies, 2c; 26 or more, 1c each; quantities at cost.

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For the Superintendent, the Engineer, and the Master Mechanic.

UP-TO-DATE STEAM TOPICS.

By W. F. Schaphorst, M. E.

Test Kills Two Men.—In testing a tank for tightness of joints two men were recently killed in Philadelphia because the tank was designed to withstand only 10 pounds.

The men conducting the test built up a live steam pressure of 100 lbs. within the tank. A cast-iron door was blown off and the outrush of steam caused the death of two men and at the time of writing it was said that another would die.

The tank was 7 feet, 5 in. in diameter, 8 ft. long, and was made of $\frac{3}{8}$ -in. steel. It is said that it was purchased second-hand. The law was not violated in any way because in Philadelphia no city permit is required when the tank is an "unfired" vessel. For the same reason, city inspection was unnecessary.

When testing this tank the pressure should not have been allowed to go higher than to 3 or 4 pounds, because it was to have been operated at only 2 pounds. Had it been tight at 3 pounds, or even $2\frac{1}{2}$ pounds, it would have been satisfactory.

Extreme caution should always be exercised when turning high pressure steam into any new or previously unused vessel. If possible, do all of your testing with water. Safety first.

Steam Plants Use Diesels.—The Diesel engine is now being used to some extent in large steam power plants for standby purposes. Thus, where the boiler, engine, or turbine cannot take care of the overload, the Diesel engine handles the peak. An advantage of the Diesel is that it can be started more quickly than boilers can be fired.

The steam end of the plant is further assisted by the Diesel engine in that the exhaust from the Diesel is utilized for heating the boiler water. In one instance the exhaust from the oil engine brings the temperature of the feed water up to about 300 deg. Fahr. This means a fuel saving of about 8 per cent because each eleven degrees increase in temperature is equivalent to a saving of one per cent of the fuel.

BACON AND LARD TO GERMANY.

Declines continue in the import of bacon and lard into Germany. Imports of bacon during November, 1927, reached only 882,000 lbs. against 2,118,000 lbs. a year ago. Lard imports also declined sharply in November, totalling only 11,000,000 lbs., against 20,503,000 lbs. for October, and 21,714,000 lbs. in November, 1926.

CHICAGO LIVESTOCK.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle	Calves	Hogs	Sheep
Mon., Jan. 16....	16,069	3,183	66,970	17,544
Tues., Jan. 17....	9,072	2,580	63,784	11,258
Wed., Jan. 18....	9,469	2,002	24,599	17,107
Thur., Jan. 19....	9,123	3,212	47,728	13,593
Fri., Jan. 20....	3,027	697	42,449	8,360
Sat., Jan. 21....	700	100	9,000	500
Total this wk.	47,400	11,864	254,530	68,362
Previous week...	52,117	18,275	187,845	89,096
Year ago.....	64,664	12,114	182,375	90,566
Two years ago...	62,063	16,739	184,776	69,406

Year's receipts to Jan. 21, with comparative totals:

	1928.	1927.
Cattle	148,286	187,400
Calves	45,776	41,441
Hogs	676,427	561,917
Sheep	236,277	273,760

SHIPMENTS.

	Cattle	Calves	Hogs	Sheep
Mon., Jan. 16....	3,705	403	18,437	5,561
Tues., Jan. 17....	2,304	63	13,482	4,014
Wed., Jan. 18....	2,724	326	7,828	2,609
Thur., Jan. 19....	2,017	265	16,210	5,749
Fri., Jan. 20....	1,192	....	20,411	2,687
Sat., Jan. 21....	200	....	3,000	200

	Total this wk.	12,202	1,057	79,377	20,820
Previous week...	14,282	1,684	69,938	20,851	
Year ago.....	20,034	1,180	45,983	26,055	
Two years ago...	18,020	1,056	54,493	27,818	

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle	Hogs	Sheep	Lamb
Week end. Jan. 21....	\$13.85	\$ 8.30	\$ 0.35	\$12.90
Previous week.....	13.80	8.25	0.15	12.75
1927.....	10.95	12.05	0.15	12.75
1926.....	9.50	12.05	0.25	14.05
1925.....	8.80	10.35	0.20	18.30
1924.....	9.25	7.10	7.65	13.40
1923.....	9.15	8.15	7.60	13.90
Av. 1923-1927....	\$ 9.40	\$ 9.95	\$ 7.90	\$14.00

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle	Hogs	Sheep
*Week ending Jan. 21....	35,200	175,100	47,600
Previous week.....	37,835	117,907	68,245
1927.....	44,510	120,992	64,511
1926.....	43,986	128,283	41,588
1925.....	39,538	157,634	54,411
1924.....	31,663	189,507	56,455

*Saturday, Jan. 21, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts average weight and top and average prices of hogs, with comparisons:

	Average No. Wgt. Received lbs.	Prices— Top Avg.
*Week ending Jan. 21....	254,500	230 \$ 8.50 \$ 8.30
Previous week.....	187,845	230 8.65 8.25
1927.....	182,375	233 12.25 12.05
1926.....	184,776	245 12.25 12.05
1925.....	235,609	228 11.05 10.35
1924.....	283,821	229 7.35 7.10
1923.....	233,054	236 8.85 8.15
Av. 1923-1927....	233,900	234 \$10.55 \$ 9.95

*Receipts and average weight for week ending Jan. 21, 1928, estimated.

HOG SLAUGHTERINGS.

Chicago packers' hog slaughterings for the week ending Jan. 21, 1928:

	Armour & Co.	Anglo-American	Swift & Co.	Hammons Co.	Morris & Co.	Wilson & Co.	Boyd-Lunham	Western Packing Co.	Roberts & Oake	Miller & Hart	Independent Packing Co.	Brennan Packing Co.	Agar Packing Co.	Others
Total	14,000	8,000	20,800	7,100	21,000	18,600	7,700	13,600	10,200	9,000	6,800	6,600	6,200	47,900
Previous week.....	18,800	12,000	21,000	10,000	18,000	15,000	8,000	12,000	9,000	7,000	5,800	5,600	5,200	185,100
Year ago.....	150,500	134,800	184,800	155,500	150,500	150,500	150,500	150,500	150,500	150,500	150,500	150,500	150,500	150,500
1926.....	133,300	124,000	174,000	145,000	133,300	133,300	133,300	133,300	133,300	133,300	133,300	133,300	133,300	133,300
1925.....	185,100	176,800	226,800	197,500	185,100	185,100	185,100	185,100	185,100	185,100	185,100	185,100	185,100	185,100

What kind of beef carcasses are known as "spotters"? Ask "The Packers Encyclopedia," the "blue book" of the meat packing industry.

MILWAUKEE BREAKS RECORD.

The Milwaukee, Wis., Stock Yards received 19,472 cars of livestock in 1927, compared to 20,708 in 1926, according to the twenty-second annual report of the stock yards company for the year ended December 31, 1927. Included in these shipments were 563,074 hogs, 157,213 cattle, 465,420 calves and 49,973 sheep.

The cattle receipts were the largest in the history of the yards and the receipts of calves were exceeded only in 1926.

Of these receipts Milwaukee packers and butchers slaughtered 539,746 hogs, 121,078 cattle, 462,238 calves and 41,538 sheep.

The capacity of the Milwaukee yards is given as 15,000 hogs, 2,500 cattle, 2,500 sheep and 8,000 calves per day.

St. Joseph Sheey Receipts Largest.

The thirty-fifth annual report of the St. Joseph, Mo., Stock Yards Company for the year 1927 shows receipts of 40,120 cars of live stock containing 541,145 cattle, 99,486 calves, 1,425,432 hogs and 1,347,855 sheep. The sheep receipts were the largest in the history of the market, but the hog receipts were the ninth smallest received in the 35 years.

Of the livestock received 391,256 cattle, 84,807 calves, 1,129,056 hogs and 1,045,243 sheep were consumed by St. Joseph packers. The yards have a capacity for 39,343 hogs, 16,738 cattle and 16,098 sheep.

Wichita Receipts Larger.

Cattle receipts at the Wichita, Kan., stock yards during 1927 were the fifth largest in the history of the yards, according to the thirty-fifth annual report of the Wichita Union Stock Yards Company for 1927. A total of 16,137 cars of livestock were received during the year, containing 325,490 cattle, 79,911 calves, 605,825 hogs and 145,995 sheep. These receipts were all considerably in excess of those of 1926. The daily capacity of the Wichita yards is listed as 21,000 cattle, 15,000 hogs and 5,000 sheep.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Jan. 21, 1928.

	Jan.	13	14	16	17	18	19
Chicago	47	46 1/2	46	45 1/2	45 1/2	46	
New York	48 1/2	48 1/2	49	49	47 1/2	47 1/2	47
Boston	49	49	49	48	48	48	
Philadelphia	49 1/2	50	50	49	49	48	

Wholesale prices of carlots—Fresh centralized butter—90 score at Chicago:

	45%	45%	45	44 1/2	44 1/2
This week.					

	Last week.	Last year.	Since Jan. 1, 1927.
Chicago	32,684	31,614	26,414

	N. Y....	42,809	40,043	35,272	162,570	154,932
Boston	10,580	15,179	16,678	47,388	41,792	

	Phila.	16,884	14,505	13,539	60,725	55,273
		102,057	101,341	91,903	414,562	374,765

Cold storage movement (lbs.):

	In Jan. 19.	Out Jan. 19.	On hand Jan. 20.	Same week-day last year.
Chicago ...	9,450	242,392	6,156,977	7,014,400

	New York 190,938	84,984	6,107,520	3,301,686
Boston ...	38,730	30,884	2,784,600	2,182,801

	Phila.	960	8,255	937,664	672,000
		240,076	366,515	15,986,761	13,170,896

TRADE GLEANINGS.

The Star Beef and Provision Co., Camden, N. J., has been incorporated with a capital stock of \$20,000.

The Union Casings Corporation, 100 Broadway, New York City, has been incorporated for \$10,000.

Loss of about \$50,000 was caused recently by fire in the loading pens at the National Stock Yards, East St. Louis, Ill.

Fire recently did slight damage to the sausage factory of Meyer Bros., Arlington Heights, Ill. It is thought that the fire was of incendiary origin.

The Grande Ronde Packing Co. has opened a retail market in Pendleton, Ore. The retail business is being conducted under the name of the Empire Meat Market.

M. Kraus & Bros., 2 Lafayette St., New York City, has been incorporated to slaughter cattle and deal in meats, provisions and leather. The capital stock is \$250,000.

The capacity of the plant of the Estacada Meat Co., Estacada, Ore., has been increased by the installation of new equipment. The old equipment has also been overhauled.

The Home Made Sausage Co., St. Paul, Minn., has changed hands. The new owners are G. F. Peters and W. F. Peters, father and son. They were for many years connected with the casing industry. They have incorporated under the name of Peters Home Made Sausage Co.

Eleven meat markets, 29 stores and three warehouses of the Piggy Wiggly Stores, Inc., located in Nashville, Chattanooga and Knoxville, Tenn., have been purchased by the Southern Stores Corporation. The transfer was made at noon on January 23. The Nashville unit comprises 16 stores, 9 meat markets and one warehouse; the Chattanooga unit, 7 stores, 2 meat markets and one warehouse; and the Knoxville unit 4 stores and a warehouse. The price paid is stated to be \$142,302.66.

"CHOICE" AND "GOOD" BEEF.

Government graders and grading supervisors have been instructed by the U. S. Department of Agriculture to grade and stamp choice and prime beef carcasses with the "choice" brand only, beginning January 2.

Brands for marking the "good" grade will be ready about January 15, according to department advices.

About 22 per cent of the beef marketed in this country is of the quality known as "good," while only approximately 5 per cent could be classified as "choice."

KINGAN BRANCH MEN MEET.

Kingan & Co., Indianapolis, recently held their annual convention of branch house managers. The managers of all their branches were present with the exception of those from Pacific Coast houses. At the close of the week's sessions a banquet was given at the Indianapolis Athletic Club, which was attended by the officers of Kingan & Co., the branch managers, department heads and others.

A Page for the Packer Salesman

Display and Demonstrate Help for Salesman and Retailer to Sell More Meats

Window displays and demonstrations are valuable as means of educating consumers in meat matters, and in increasing the consumption of meat.

The retailer would like to see more of these merchandising aids used, for he is wise enough to know that they aid him in bringing people into his store and increasing his volume.

Packer salesmen, however, have not enthused over window displays and demonstrations. No doubt they fear, and perhaps rightly, that they will be asked to install the displays and help at demonstrations, and they shy at taking on these added duties.

In a recent letter to THE NATIONAL PROVISIONER a packing-house sales manager discusses window displays, demonstrations and salesmen. He makes the point that salesmen should cooperate in handling these matters because it is to their advantage to do so. Here is what he says:

Editor THE NATIONAL PROVISIONER:

In a letter published recently in THE NATIONAL PROVISIONER, a salesman tells how he had aided customers and himself by specializing in advertising copy writing and handling the advertising of many of the retailers to whom he sells.

There are many ways a salesman can be of service. I have in mind particularly window displays and demonstrations.

Window displays not only give the salesman an opportunity to give the firm and its products some very good advertising, but they also help the dealer to sell more of the salesman's goods. The fact that the salesman is willing to take the time and go to the trouble of arranging a window stimulates a friendly feeling on the part of the customer and increases the salesman's prestige with him.

Salesmen generally do not like to work all day Saturday, and I am heartily in accord with them in this. However, it must be remembered that the dealer on whom the salesman depends for business usually works overtime on Saturday, and he naturally envies the man who has his Saturdays off.

YOU CAN TUNE IN ON
OPPORTUNITY IF YOU'RE
PREPARED



The salesman who is not afraid of a little overtime has a splendid opportunity to "make good" with the dealer by offering his services for a Saturday demonstration. Such arrangements with dealers are usually the means of securing good-sized orders for the products to be demonstrated.

Build Prestige for Salesman.
Besides creating good will between

Tips for Your Trade

A certain successful meat dealer permits few packages, bills or letters to customers to go out of his store without there being inclosed a piece of advertising or other literature.

He figures that this policy has been an important factor in building up the large business he now enjoys. The money invested in having such matter prepared and printed brings him in good dividends.

On certain days—perhaps once or twice a week—he will have printed a little folder calling attention to the "good buys" for the next day. Or he will call attention to prices and recommend cuts of meats to enable customers to get the most for their money.

Straight propaganda and advertising is varied from time to time with information of value or interest to customers. This includes illustrations of the various cuts, recipes, news of new and out-of-the-ordinary meat dishes, and information on the food values of meats.

Rarely a piece of information—a poem or other matter not related in any way to the meat business—will be included, and when collections slow up this matter is given attention.

"I find," he said, "that this literature inclosed in packages, and with statements, is read and appreciated. It is a good-will builder and a business stimulant I would not care to do without."

the retailer and the salesman, demonstrations offer the salesman the opportunity to talk up his products to consumers and thus create a greater demand for them. This, of course, helps him directly.

Any ideas the salesman can give to his customers to help them to get more business are inducements of the highest order. The buying policy of the average retailer might be summarized as follows:

Show them the road and they will follow. Show them the usefulness of the product—how they can sell it to their advantage—and they will buy.

It should be remembered that the salesman's success depends in large measure on the success of the merchants he sells to. Anything he can do to help them to increase their sales will be reflected in his business in the way of larger orders and increased prestige which is the best kind of security for future business.

A vital part of the salesman's work should be to assist his customers. He is not only a salesman but an advertising man as well. He should be a man of sound judgment whose ideas are respected and whose advice in business matters is being continually solicited by his customers.

Yours very truly,
PACKER SALES MANAGER.

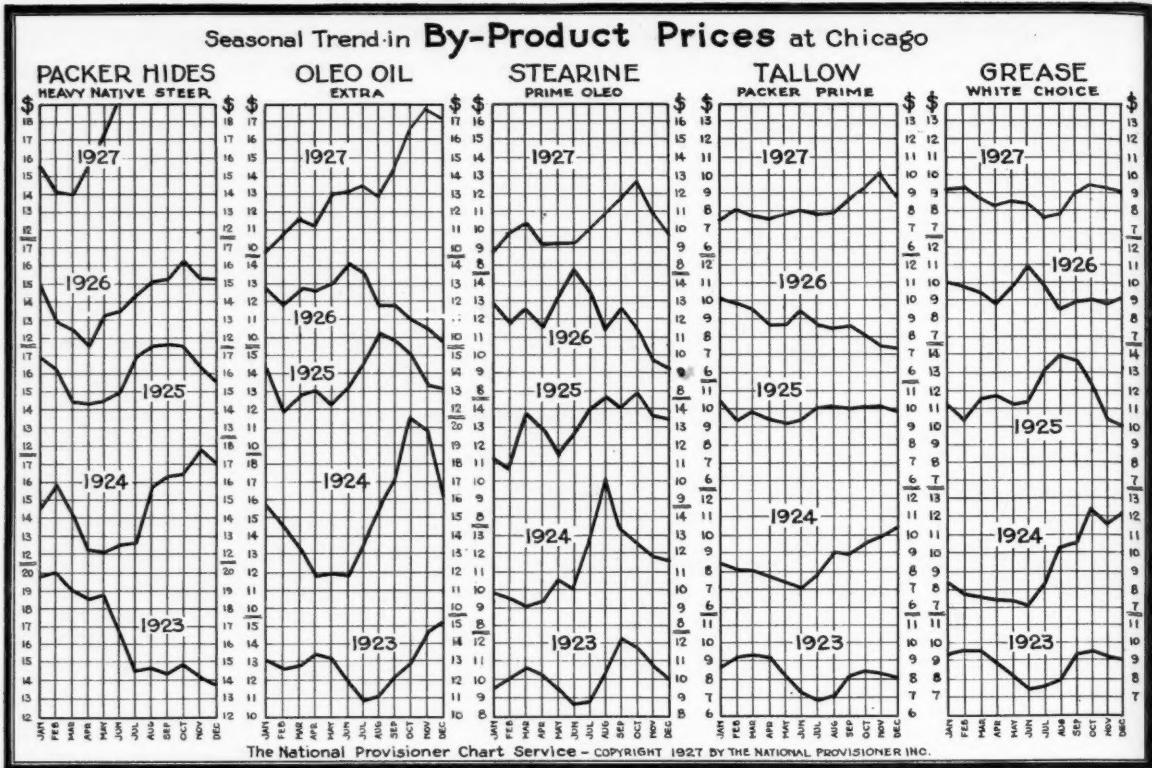
HOW DO YOU ANSWER THIS?

When a retailer objects to your product because it is sold to chain stores, how do you meet the objection? Here is the "come back" one meat salesman uses:

"It is true that we sell to the chain stores. We are looking for volume the same as you are. We cannot discriminate in selecting our customers. As long as a customer pays his bills we cannot refuse to sell him.

"Don't you think that because we sell those competitors of yours is all the more reason why you should handle our meats? There is a demand for our products and surely you don't want to drive your trade over to your competitors, do you?"

"We offer you exactly the same price as we make to these other stores you speak of. We cannot dictate to them the price at which they shall sell—that's their business. We do know that by keeping our products in stock you will be able to hold your customers better than you will by not handling our products."



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of prices of the principal packinghouse by-products for 1927 compared with the four previous years.

Hides.—Hide prices took a downturn during the first two months of 1927, steadied themselves for a month and since that time have moved sharply upward. Stocks of hides in tanners' hands have been well cleaned up and most packers are sold up to current production and even in advance. Demand and supply are clearly reflected in the hide price situation.

Oleo oil.—This product was in a strong position throughout most of the year, due in part to lighter production. In spite of the competition offered by the heavy production of cottonseed oil in this country and other vegetable oils in foreign countries, the demand for and price of extra oleo oil has been good. The extra oil has been selling at a good margin over the No. 2 grade.

Oleo stearine.—This market has shown little relation to the market for extra oleo oil. There has been little activity in this market for some months. Throughout the year it has been a peculiar market, showing either considerable strength or marked

weakness. The competition offered by vegetable stearine is becoming more and more apparent.

Tallow.—Considerable confidential trading featured the tallow market throughout the year. Prices were low during the first half, but showed more strength in the closing months, with December again on the downturn. While buyers' stocks at the end of the year were considered rather low they were reduced in many instances for inventory purposes and this should result in considerable activity later on. The lighter runs of cattle during the last half of the year and a continuation of this situation is certain to result in more limited production, which should be a strengthening factor.

Greases.—Choice white grease has shown some price depression but in general has held remarkably firm with a good domestic and export demand. Through domestic channels prices at the close of the year were pretty close to a soap kettle basis, and the spread between lard and white grease was the narrowest in some time. Abroad white grease is still competing sharply with lard. The good export trade has kept stocks at a low working

point throughout the year. The 1927 white grease market worked closer to that of 1923, both in price and in fluctuations, than any intervening year.

NOVEMBER MEAT CONSUMPTION.

The apparent consumption of federally inspected meat during November, 1927, with comparisons, is reported by the U. S. Department of Agriculture as follows:

BEEF AND VEAL.

Consumption:	
November, 1927, lbs.	444,000,000
October, 1926, lbs.	474,000,000
Per Capita Consumption:	
November, 1927, lbs.	3.7
October, 1927, lbs.	4.0

PORK AND LARD.

Consumption:	
November, 1927, lbs.	604,000,000
October, 1927, lbs.	615,000,000
Per Capita Consumption:	
November, 1927, lbs.	5.1
October, 1927, lbs.	5.2

LAMB AND MUTTON.

Consumption:	
November, 1927, lbs.	42,000,000
October, 1927, lbs.	40,000,000
Per Capita Consumption:	
November, 1927, lbs.	.35
October, 1927, lbs.	.39

TOTAL.

Consumption:	
November, 1927, lbs.	1,089,000,000
October, 1927, lbs.	1,125,000,000
Per Capita Consumption:	
November, 1927, lbs.	.35
October, 1927, lbs.	.39

Total per capita consumption of all meats during November, 1926, was 9.1, the same as for November, 1927. As compared with November, 1926, per capita consumption of beef during November, 1927, was .4 lbs. less; pork, .5 lb. greater and lamb and mutton .1 lb. greater.

Provision and Lard Markets

WEEKLY REVIEW

Trade Still Quiet—Hog Receipts Large—Hog Prices Steady—Shipments Liberal—Govt. Report as Expected—Hogs Show Expected Increase.

The government report on Wednesday, as expected, showed a large increase in the number of hogs on the farm. However, the net gain was not quite as much as some had expected nor as much as indicated from the pig report issued in December. The total number of hogs in the country is 58,969,000, compared with 54,408,000, the revised figures for last year.

The net gain in the number of hogs was 4,561,000. There is a decrease in the total number of cattle of 1,176,000. The total number of sheep in the country show an increase of 2,699,000, making a total increase in the number of animals of about 6,000,000.

The figures of the total number of hogs in the country now compared with last year and 52,055,000 in 1926 indicate the possibility of an important increase in the movement. The increase in the inspected slaughter the past year over 1926 was 3,000,000 hogs, and with 58,969,000 hogs in the country, the possibilities of the total slaughter for the coming year is rather impressive. On the other hand the decrease of over 1,000,000 cattle means a decrease in the resulting beef products.

Increased Meat Production Forecast.

The increase in the number of sheep, and the possibility of an increased slaughter, will add to the total supply. Estimating an increase of 4,000,000 more hogs killed will mean an increased product of about 700,000,000 lbs. An increase of 3,000,000 sheep would mean practically another 100,000,000. On the other hand a decrease in cattle of possibly 1,000,000 head would mean a decrease of approximately 500,000,000 lbs. The question of taking care of this possible increase in product will be an interesting matter, particularly if there is no increase in the export movement.

The export statement for the month of December and for the year was issued the past week. The figures of exports for December showed a further reduction in the meat exports, but the fat exports were maintained. Exports of lard for December were 62,855,241 lbs. against 62,680,164 lbs. a year ago. Exports of neutral lard were slightly more, but oleo oil dropped to 4,432,650 lbs., compared with 7,088,587 lbs. last year.

The figures on slaughter bring up rather interesting possibilities as to the total products. There was a decrease of 356,000,000 lbs. of beef produced in the 11 months ended with November, and a decrease of 33,000,000 lbs. of veal. On the other hand, the production of pork products increased

387,000,000 lbs., and mutton 2,000,000 lbs. The total production of animal products for the 11 months just about balance up with last year.

The decrease in exports give a somewhat larger supply available for the domestic trade although the gain in this respect was comparatively moderate. The total figures of production are for the 11 months as shown by the government report and for the previous 3 year average in millions of lbs. (000,000 omitted).

	3 Year average.	1926.	1927.
Beef	4,546	4,774	4,418
Veal	479	488	456
Pork	6,964	6,550	6,937
Mutton	434	456	457
Total	12,423	12,268	12,268

Dressed Weights Lower.

In connection with the figures of production it is quite interesting that the average dressed weight of the cattle decreased 10.33 lbs.; calves decreased 1.59 lbs.; hogs decreased 2.16 lbs. Sheep gained .10 lbs. The loss in the average dress weight of cattle and hogs was quite a factor in tending to offset the increased kill of hogs. The figures of the total production of meats and animal products available after deducting the exports show that the domestic consumption is possibly decreasing a little per capita.

The production of lard per 100 lbs. in the 11 months basis of live weight was 15.36 lbs. against 15.98 last year, and 15.82 the 3 year average. These figures show but slight change in the total lard per hog.

Rather interesting comparisons are given on price levels for the year. These show a decrease in the average price of hogs of 2.35c per hundred compared with last year with a decrease of 3.20c in fresh pork loins and decreases of from 2 to about 6c a lb. in the average price of the principal product compared with last year. The decline in the price of the products has been particularly sharp and is a reflection of the difficult conditions in the pork packing industry. While the price of pork products declined, there was a gain of from 1 to 3c a lb. in beef and veal, and a slight gain in mutton and lamb.

PORK—The market was steady at New York, but trade was quiet. Mess was quoted at \$33.00; family, \$36.00@38.00; fat backs, \$32.00 to \$35.00. At Chicago, mess pork was quotable at \$27.00.

LARD—Demand was fair, but the market barely steady. At New York, prime western was quoted at \$12.50@12.60; middle western, \$12.20@12.30; city, 11 1/2%; refined continent, 13 1/2c; South America, 14c; Brazil kegs, 15c; compound, car lots, 12 1/2c; less than cars, 13@13 1/4c. At Chicago, regular lard in round lots was quoted at January price; loose lard, 85c under January; leaf lard, \$1.15 under January.

BEEF—The market in the east was quiet but firm, with mess, New York, quoted at \$23.00@24.00; packet, \$25.00@27.00; family, \$32.00@34.00; extra

India mess, \$40.00@42.00; No. 1 canned corn beef, \$3.40; No. 2, \$6.00; 6 lbs., \$16.75; pickled tongues, \$55.00@60.00 per barrel.

See page 39 for later Markets.

EUROPEAN PROVISION CABLES.

The market at Hamburg for the week ending Jan. 21, remains about the same, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 335 metric tons. Arrivals of hogs at twenty of Germany's most important markets were 116,000, at a top Berlin price of 12.98c a pound, compared with 65,000, at 16.22c a pound, for the same week last year.

The market at Liverpool shows little alteration.

The total of pigs bought in Ireland for bacon curing was 27,000 for the week.

The estimated slaughter of Danish hogs for the week ending Jan. 20, 1928, was 112,000.

HAMBURG.

	Stocks.	Demand.	Prices cents per lb.
Refined lard	Med.	Med.	@13.84
Frozen pork livers	Lt.	Med.	@ 7.28
Extra oleo oil	Lt.	Poor	*
Extra oleo stock	Lt.	Poor	*
Fatbacks, 10-12 lbs	Lt.	Poor	@11.79
Fatbacks, 12-14 lbs	Lt.	Poor	*
Fatbacks, 14-16 lbs	Lt.	Poor	@13.61

LIVERPOOL.

	Stocks.	Demand.	Prices cents per lb.
Hams, AC light	Med.	Med.	20.40@21.70
Hams, AC heavy	Med.	Med.	20.40@21.70
Hams, long cut	*	Poor	*
Cumberlands, light	Med.	Poor	13.67@14.76
Cumberlands, heavy	Med.	Poor	13.67@14.76
American Wiltshires	Lt.	Poor	14.76@15.19
Square shoulders	Med.	Poor	*
Picnics	Med.	Poor	14.32@16.06
Clear bellies	Med.	Poor	15.62@16.49
Refined lard boxes	Med.	Poor	@13.67

*Not quoted.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Jan. 21, 1928:

Point of origin.	Commodity.	Amount.
Canada—Veal		68
Canada—Beef cuts		68,463 lbs.
Canada—Pork cuts		2,625 lbs.
Canada—Frozen veal		2,000 lbs.
Canada—Smoked pork		11,931 lbs.
Canada—S. P. hams		39,110 lbs.
Canada—Meat products		9,660 lbs.
Canada—Oleo oil		41,193 lbs.
Germany—Sausage		2,927 lbs.
Germany—Smoked pork		5,706 lbs.
Holland—Hams		4,776 lbs.
Holland—Sausage		14,481 lbs.
Holland—Bouillon cubes		2,000 lbs.
Italy—Sausage		10,361 lbs.
Spain—Sausage in tins		202 lbs.
Ireland—Smoked pork		3,133 lbs.
Argentina—Canned beef		403,272 lbs.
Uruguay—Oleo oil		40,742 lbs.
Brazil—Canned corned beef		105,000 lbs.
Brazil—Canned corned beef		57,983 lbs.
New Zealand—Frozen lamb carcasses		3

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending Jan. 21, 1928, were 5,527 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.



Newman Grinder & Pulverizer Co.

419-425 W. 2nd St., Wichita, Kansas
DISTRIBUTORS
The Albright-Nell Co., Chicago, Ill.
The American By-Product Machinery Co.
26 Cortlandt St., New York City
The Cincinnati Butchers' Supply Co.
Cincinnati-Chicago

A Giant in Performance but Small in Price

That tells the story of the fool- and trouble-proof NEWMAN Tankage and Fertilizer Grinder.

Why not let us send you some interesting money-saving information as to what the NEWMAN is doing for other packers and renderers?

Made in three sizes. Satisfaction guaranteed.

\$
300⁰⁰
to
495⁰⁰

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending Jan. 21:

HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

	Week ending				Jan. 1, '28
	Jan. 21	Jan. 22	Jan. 14	Jan. 21,	1928.
Total	153	1,203	935	1,548	
To England	30	1,108	738	1,174	
United Kingdom	30	1,108	738	1,174	
Other Europe	110	54	128	279	
Cuba	110	54	128	279	
Other countries	13	41	69	90	

BACON, INCLUDING CUMBERLAND.

	Jan. 1, '28
Total	1,449
To Germany	50
United Kingdom	1,246
Other Europe	142
Cuba	1
Other countries	10

LARD.

	Jan. 1, '28
Total	12,693
To Germany	3,022
Netherlands	978
United Kingdom	4,795
Other Europe	1,391
Cuba	1,763
Other countries	744

PICKLED PORK.

	Jan. 1, '28
Total	14
To United King.	71
Other Europe	15
Canada	6
Other countries	8

TOTAL EXPORTS BY PORTS.

WEEK ENDING JANUARY 21, 1928.

	Hams and shoulders, M. lbs.	Bacon, M. lbs.	Pickled Lard, pork, M. lbs.	M. lbs.
Total	153	1,449	12,693	14
Boston	.....	.....	.....	6
Detroit	a	a	a	a
Port Huron	3	28	240	240
Key West	110	1	1,576	1,576
New Orleans	13	8	931	8
New York	27	1,410	9,822	9,822
Philadelphia	.....	2	124	124

DESTINATION OF EXPORTS.

	Hams and shoulders, M. lbs.	Bacon, M. lbs.
Exported to:		
United Kingdom (total)	30	1,246
Liverpool	.....	829
London	22	111
Manchester	.....	5
Glasgow	5	.....
Other United Kingdom	3	306

	Lard, M. lbs.
Exported to:	
Germany (total)	3,022
Hamburg	2,784
Other Germany	238

a. Detroit not received.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported for the week ending Jan. 21, 1928, with comparisons as follows:

	Week ending	Cor. week.
Western dressed meats:	Jan. 21.	1927.
Steers, carcasses	2,233	2,136
Cows, carcasses	1,177	1,121
Bulls, carcasses	362	305
Veals, carcasses	2,451	1,776
Lambs, carcasses	11,349	12,089
Mutton, carcasses	1,827	1,053
Pork, lbs.	645,188	550,900

Local slaughters:

	Week ending	Cor. week.
Cattle	1,647	1,641
Calves	2,073	2,566
Hogs	18,420	19,836
Sheep	4,374	5,008

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Jan. 21, 1928, with comparisons as follows:

	Week ending	Cor. week.
West. drsd. meats:	Jan. 21.	1927.
Steers, carcasses	7,373 1/4	8,141
Cows, carcasses	1,003	1,294
Bulls, carcasses	58	110
Veals, carcasses	12,417	9,799
Lambs, carcasses	31,658	29,761
Mutton, carcasses	3,328	2,794
Beef cuts, lbs.	563,349	321,415
Pork cuts, lbs.	1,731,742	1,513,186

Local slaughters:

	Week ending	Cor. week.
Cattle	9,164	9,339
Calves	14,054	15,487
Hogs	71,624	71,294
Sheep	58,127	56,715

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Jan. 27, 1928, show exports from that country were as follows: To England, 149,146 quarters; to the Continent, 55,801; others, none.

Exports for the previous week were as follows: To England, 93,306 quarters; to the Continent, 48,065; others, none.

MEAT AND FATS EXPORTS.

Exports of meats and fats during December, 1927, and for the twelve months ended with December, 1927, with comparisons, are given by the U. S. Department of Commerce as follows:

	DECEMBER.	1927.	1926.
Total meats and products,	29,815,958	34,269,906	
Ibs.	\$ 4,700,536	6,796,468	
Total animal oils, fats,	70,786,791	74,746,623	
Ibs.	\$ 7,022,218	10,096,433	
Beef, veal, fresh, lbs.	164,811	192,775	
Value	\$ 33,487	36,265	
Beef, pickled, etc., lbs.	695,980	1,246,764	
Value	\$ 86,253	131,717	
Pork, fresh, lbs.	1,020,320	1,330,758	
Value	\$ 181,189	285,254	
Wiltshire, sides, lbs.	148,894	78,907	
Value	\$ 6,457	18,082	
Cumberland sides, lbs.	546,491	1,147,417	
Value	\$ 90,666	236,988	
Hams, shoulders, lbs.	9,905,778	12,674,985	
Value	\$ 1,853,721	3,001,041	
Bacon, lbs.	9,346,695	9,600,663	
Value	\$ 1,332,340	1,791,334	
Pickled pork, lbs.	1,938,786	1,837,611	
Value	\$ 254,263	297,518	
Oleo oil, lbs.	4,432,650	7,088,587	
Value	\$ 722,714	740,860	
Lard, lbs.	62,855,241	62,680,184	
Value	\$ 8,502,160	8,096,649	
Neutral lards, lbs.	1,769,477	1,641,751	
Value	\$ 265,351	280,207	
Lard compounds, animal fats, lbs.	507,231	1,258,400	
Value	\$ 68,873	155,638	
	TWELVE MONTHS ENDED DECEMBER.	1927.	1926.
Total meats, meat products, lbs.	355,725,670	481,380,939	
Value	\$ 64,185,701	82,783,928	
Total animals oils, fats,	1,018,388,763	128,385,678	
Ibs.	\$ 105,388,763	12,800,678	
Beef, veal, fresh, lbs.	1,547,742	2,470,747	
Value	\$ 343,784	431,963	
Beef, pickled, etc., lbs.	14,867,032	10,652,623	
Value	\$ 1,626,151	2,298,247	
Pork, fresh, lbs.	8,225,625	15,564,381	
Value	\$ 1,505,325	3,195,911	
Wiltshire sides, lbs.	761,854	6,187,886	
Value	\$ 124,167	1,316,744	
Cumberland sides, lbs.	8,804,533	14,180,156	
Value	\$ 1,632,769	3,119,314	
Hams and shoulders, lbs.	122,613,240	183,717,761	
Value	\$ 25,319,569	43,601,281	
Bacon, lbs.	105,649,020	147,505,128	
Value	\$ 16,684,137	28,050,820	
Pickled pork, lbs.	29,271,940	29,047,453	
Value	\$ 4,174,901	4,784,704	
Oleo oil, lbs.	78,781,070	96,901,840	
Value	\$ 9,599,363	11,784,950	
Lard, lbs.	681,302,778	688,960,920	
Value	\$ 92,034,613	108,600,021	
Neutral lard, lbs.	20,386,671	18,116,371	
Value	\$ 3,003,462	3,048,378	
Lard compounds, animal fats, lbs.	8,988,286	10,580,826	
Value	\$ 1,084,054	1,484,844	
Margarine of animal or vegetable fats, lbs.	705,765	1,452,472	
Value	\$ 128,701	240,601	
Cottonseed oil, lbs.	67,981,777	40,990,518	
Value	\$ 5,937,557	4,080,631	
Lard compounds, fats, lbs.	5,431,387	7,858,980	
Value	\$ 714,598	1,096,700	

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported for the week ending Jan. 21, with comparisons as follows:

	Week ending	Cor. week.
Western dressed meats:	Jan. 21.	1927.
Steers, carcasses	1,977	1,597
Cows, carcasses	2,393	2,693
Bulls, carcasses	76	49
Veals, carcasses	1,355	568
Lambs, carcasses	16,766	16,447
Mutton, carcasses	605	370
Pork, lbs.	630,364	505,486

Local slaughters:

	Week ending	Cor. week.
Cattle	1,741	1,085
Calves	1,790	1,384
Hogs	24,206	26,081
Sheep	4,298	6,698

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been moderately active. A slight easing was noted for a time, but offerings appeared to have dried up on the breaks. Sales of extra at New York were reported at 8½c, a decline of ¼ from the recent highs, but a moderate demand developed at that level and this week reports were current of sales of outside stuff equal to about 8½c.

Sentiment was mixed, but there was a tendency to go slow pending developments. Considerable interest was displayed in reports of a yellow fever epidemic on the west coast of Africa in that it might tend to delay palm oil exports. At the same time, the move at Washington to take palm oil off the free list and place a 4c duty on it attracted attention. The Government report appears to estimate the cattle supply as a little larger than the trade had anticipated.

At New York, special was quoted at 8½c; extra, 8¾c; edible, 10@10½c. At Chicago, the market was quiet but steady, although the situation was said to favor buyers. At Chicago, edible was quoted at 9½@9¾c; fancy, 9c; prime packer, 8c; No. 1, 8½@8¾c; No. 2, 6½@7c.

At the London auction some 577 casks were offered and only 56 sold at prices 6d lower to 6d higher than the previous week. Mutton was quoted at 40s 6d@45s; beef, 39 to 42s; good mixed, 37s to 39s. At Liverpool, Australian tallow was unchanged with fine quoted at 40s 9d and good mixed at 29s 6d.

STEARINE—The market in the east was very quiet and barely steady, with oleo quoted at 10c asked. At Chicago, the market was slow with oleo at 9% @10c.

OLEO OIL—The market was easier owing to freer offerings and poor demand. At New York, extra was quoted at 16½c; medium, 14½c; lower grades, 13½@14c. At Chicago, extra was quoted at 16½c.

See page 39 for later Markets.

LARD OIL—The market was about steady, but demand appeared to be quite limited. At New York, edible was quoted at 16½c; extra winter, 13½c; extra, 13c; extra No. 1, 12½c; No. 1, 11½c; No. 2, 11½c.

NEATSFOOT OIL—The market was easier with demand quiet. At New York, pure was quoted at 15½c; extra, 12½c; No. 1, 12c; cold test, 18½c.

GREASES—The market was rather quiet the past week in the east. The undertone was easier, the result of a lower market in tallow and the disposition on the part of buyers to hold off pending developments. Routine buying interest failed to have any influence. Offerings were less free on the decline, but sentiment as a whole was mixed.

At New York, choice yellow and house were quoted at 7½@8c; A white, 8½c; B white, 8c; choice white, 10½c.

At Chicago, demand continued good for choice white grease, but otherwise trade was slow. Chicago brown was quoted at 6½c; yellow, 7½@7¾c; B white, 8@8½c; A white, 8½@8¾c; choice white, all hog, 9½@9¾c.

By-Products Markets

Chicago, Jan. 26, 1928.

Blood.

The blood market is quiet and somewhat easier. The market is nominally \$5.00 per unit ammonia, f. o. b. Chicago, and other middle western points.

Unit Ammonia.

Ground and unground.....\$5.00@5.10

Digester Hog Tankage Materials.

This market is quiet. There has been very little trading the past week which makes it difficult to quote anything but nominal prices. As a matter of fact there is very little tankage available, most of the better productions being sold ahead.

Unit Ammonia.

Ground, 11½ to 12% ammonia.....\$5.00 and 10c

Ground, 6 to 8% ammonia.....4.50@4.90

Unground, 11 to 13% ammonia.....4.90@5.10

Unground, 6 to 8% ammonia.....4.40@4.55

Liquid stick, 7 to 11% ammonia.....@4.25

Fertilizer Materials.

The demand is good for fertilizer tankage of all grades, for prompt and near-future shipment. However, offerings of this commodity are scarce, and trading is at a minimum.

Unit Ammonia.

High grd., ground, 10-11% ammonia.....\$4.00 and 10c

Lower grade, ground & ungrd. 8-9% am. 3.00@3.50

Hoof meal@3.35

Bone Meals.

The bone meals market is steady, with values unchanged from those of the past several weeks:

Per Ton.

Raw bone meal.....\$50.00@55.00

Steam, ground.....34.00@40.00

Steam, unground28.00@35.00

Cracklings.

The cracklings market continues quiet, with buying orders few and far between.

Per Ton.

Hard pressed and exp. unground, per unit protein\$1.15@1.20

Soft prod. pork, ac. grease & quality 85.00@90.00

Soft prod. beef, ac. grease & quality 50.00@55.00

Horns, Bones and Hoofs.

Bones continue to be scarce but some buyers seem to feel a limit has been reached in the way of prices, and a few of them are assuming a waiting attitude.

Per Ton.

Horns\$50.00@60.00

Round shin bones55.00@ 90.00

Flat shin bones50.00@ 60.00

Cattle hoofs37.00@ 33.00

(Note—Forgoing prices are for mixed carloads of unassorted materials, indicated above.)

Gelatine and Glue Stocks.

Sinews, pizzles and hide trimmings continue to be scarce, and are saleable in carload lots for prompt shipment, and on contract at \$35.00 per ton, delivered at middle-west point.

Per Ton.
Kip and calf stock.....\$32.00@42.00
Rejected manufacturing bones.....\$2.00@56.00
Horn pits39.00@40.00
Cattle jaws, skulls and knuckles.....@43.00
Sinews, pizzles and hide trimmings.....@35.00

Animal Hair.

Low prices continue to maintain for all kinds and grades of hog hair.

Per Pound.
Coll and field dried.....1 1/4@2 1/4c
Processed grey3 @6 c
Black dyed6 @8 1/4c
Cattle switches each*.....4 1/2@5 c

*According to count.

Pig Skins.

The demand still maintains for No. 1 green salted strips for tanning purposes for prompt and future shipment.

Per Pound.
Tanner grades8 1/2@9 c
Edible grades, unassorted.....4 @4 1/4c

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Jan. 25, 1928.

Several cars of ground dried blood sold at \$5.00 f.o.b. New York, and the producers are sold up to about the middle of February. South American went at \$4.95 c.i.f. Atlantic ports for February shipment, with some sellers asking \$5.00.

Ground tankage is a little easier, with quite a few cars being sold at \$5.00 & 10c f.o.b. New York, and local nearby points. Stocks are light but the demand is only fair.

The importers reduced the price of nitrate of soda to \$2.35 per 100 lbs. ex vessel the ports, and some resale lots are offered at certain ports a little under this figure. Sulphate of ammonia is very much in demand, and hard to get at some delivery points, especially in the south; spot cars at some points sold at as high a price as \$2.80 in bulk.

Nitrogenous material is also in heavy demand, last sales for shipment from Europe were at \$3.50 c.i.f., with higher prices being paid for spot or nearby material.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Jan. 1, 1928, to Jan. 25, 1928, 33,151,576 lbs.; tallow, 26,800; grease, 3,737,000 lbs.; stearine, 97,600 lbs.

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

January 28, 1928.

A Better Product— with Less Labor and Less Cost is Obtained with the Doering Continuous Worker for the Margarine Plant

THAT is what you are striving for, isn't it? Here is a machine that solves the production problem and does it so well that the nation's leading packers are now installing the DOERING CONTINUOUS WORKER.

It requires less labor; is more sanitary; and more economical. Capacity 7,000 lbs. an hour; the last word in margarine production.

Write at once for full particulars

C. Doering & Son—1375-9 W. Lake St., Chicago

PUSH SALE AND USE OF SOAP.

Plans for expending approximately \$1,500,000 during the next two years in a cooperative national campaign of "Cleanliness Education" were announced at the recent annual meeting of the American Soap and Glycerine Producers held in New York. The Association includes all the important soap manufacturers of the country.

"One of the purposes of this campaign," said Roscoe C. Edlund, manager of the Association, "is to show the American woman that beauty is within easy reach on the shelves of the nearest retail store. Soap is such a familiar article of everyday household use that it is taken too much for granted. The American public needs to be made more 'soap conscious.'"

The cleanliness campaign was started by the association last June with the organization of Cleanliness Institute, and educational work has been under way during the past six months through the school and health departments of the Institute. During 1928 this work will be reinforced by the use of advertising in newspapers and magazines.

Cleanliness Institute was organized on a public service basis for the purpose of working with public health officials, social service organizations,

schools, and writers on beauty and home economics. Through the Institute a general background of public interest in cleanliness is being built up and against this background it is expected that the sales promotion work for soap carried on by manufacturers and distributors will have a new meaning and effectiveness.

The association elected the following officers for the ensuing year: President, Sidney M. Colgate, Colgate & Company; vice-president, R. R. Deupree, Procter & Gamble Company; secretary-treasurer, J. S. Goldbaum, Fels & Company; assistant secretary, Roscoe C. Edlund; assistant treasurer, H. A. Bates, Colgate & Company.

All of these were re-elected except Messrs. Edlund and Bates, who were chosen to fill two new offices created at the annual meeting. The board of directors of the association was increased from nine to twelve, and the following directors were elected for 1928: Sidney M. Colgate, R. R. Deupree, Dr. J. S. Goldbaum; Stockton Buzby, Procter & Gamble Co.; F. A. Countway, Lever Brothers; N. S. Dahl, John T. Stanley Co.; N. N. Dalton, Palmolive-Peet Co.; E. G. Holloway, James S. Kirk & Co.; Felix Lewy, Palmolive-Peet Co.; Charles A. Meyer, Los Angeles Soap Co.; H. C. Stanton, Swift & Co., and Kenneth Worden, Armour & Co.

The Blanton Company
St. Louis, U. S. A.

Refiners of Cooking Oils

Give Us Inquiries on Tank Cars Pleased to Submit Samples

Selling Agencies at
New York Philadelphia Pittsburgh Memphis
Yopp's Code, Eighth Edition

COTTON OIL TRADE DINNER.

The New York cotton oil trade celebrated a new and enlarged trading ring, necessitated by the increased business. Operators around the ring sojourned to the Waldorf Astoria Hotel in New York City on Wednesday evening, January 18, for the first get-together in quite a while and enjoyed a most pleasant evening of entertainment and dinner in sharp contrast with the daily routine of carrying on the future market business.

About 150 members of the trade and their friends attended the affair. Some ten or twelve acts of vaudeville provided the evening's joys, and the affair brought together many prominent members of the trade, whose faces are not registered daily around the ring.

In addition to the enlarged pit, there has been a new blackboard erected right over the oil ring. This carries all the quotations of the allied markets which might influence the price of cottonoil as well as the New York cotton oil transactions as made. Spaces are available for any important statistics on cottonoil and cottonseed products.

John Murray was the toastmaster of the evening. He stuck to his promise not to burden the diners with long speeches. President William Beatty of the New York Produce Exchange greeted the members in a short speech and outlined the possibilities of broadening activities on the Exchange as well as promising the oil trade the support of the President and the Board of Managers.

William A. Storts responded for the oil trade in his usual manner, and the party broke up in the wee hours of the morning after everyone had enjoyed a most pleasant evening and were clamoring to make the affair an annual occasion.

COTTONSEED PRODUCT EXPORT.

Exports of cottonseed products for the four months ending Nov. 30, 1927, with comparisons for the same period last year, are reported by the U. S. Census Bureau as follows:

	1927.	1926.
Oil, crude, lbs.....	11,562,827	5,276,012
Oil, refined, lbs.....	3,081,149	3,561,135
Cake and meal, tons.....	150,052	170,632
Linters, running bales.....	60,333	33,948

MARGARINE PRODUCTION.

The production of margarine for November, 1927, with comparison for the same month last year, as reported by margarine manufacturers to the U. S. Department of Agriculture, was as follows:

	Nov. 1927.	Nov. 1926.
Uncolored margarine	25,026,900	21,321,867
Colored margarine	1,312,609	1,252,264

COCOANUT OIL IMPORTS.

Cocoanut oil imports during November, 1927, totaled 46,844,188 lbs., valued at \$2,358,938, according to the U. S. Department of Commerce. During the same month, imports of copra totaled 30,095,256 lbs., valued at \$2,322,937.

Vegetable Oil Markets

WEEKLY REVIEW

Market Active—Undertone Weak—Cash Trade Slow—March Liquidation Active—Lard Heavy—Crude Easy—Distant Futures at New Lows.

A decidedly active market was on in cotton oil futures on the New York Produce Exchange the past week. After backing and filling for a time with mixed operations, prices sagged into new lows for the move, with the distant months going to new lows for the season. Commission house trade was very mixed, with local and wire houses, as well as southern commission, houses on both sides.

The outstanding feature was the switching of considerable March to the later months, mainly to July. Speculative longs transferred their holdings, while refiners bought March and sold the futures. At times there was active outright March liquidation, and buying of March by refiners' brokers against which the futures were not sold.

The fact that refiners had put considerable July oil in the ring the previous week apparently placed them in a position where they could take hold of March to some extent without selling the later months. At the close of last week the March-July spread was about 55 points, but the March discount narrowed surprisingly to 40 points under July this week.

Speculative Buying Broad.

This was due to heavy and persistent buying of March credited to leading refiners, and partly due to the fact that liquidation materialized in the later months on the weakness in outside commodities, particularly in cotton and lard. With less aggressive support the distant months were relatively heavy.

At the same time, buying power from speculative sources continued

very broad. A notable feature was the fact that, from day to day, a considerable quantity of oil changed hands over a few points range. This situation is partly due to the broad open interest that exists and is an indication that operations in cotton oil at New York for the next several months promises to be on a large scale.

The professional element, after supporting the market for a time, appeared discouraged by the general news surrounding the market, to have dumped their holdings. Reports of a

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 26, 1928.—Declining cotton, heavy hog receipts, liberal ginnings, and prophecies of increased acreage caused a downward trend in cotton oil futures for the entire week, and with absence of an urgent demand for spots, crude was inactive. Improvement in consumption will be necessary to cause rebuying of hedges. Bleachable, sold at 9c loose, New Orleans, nearby shipment; crude, 7.80c bid, 8c asked, f.o.b. mills west of river. Sales reported today at 8c Valley. Some sales of refined to soapmakers reported, showing cotton oil on inedible basis, which is usually a healthy sign, and should increase consumption as cottonoil is very much cheaper at present values than competing high grade oils. Traders at New Orleans very friendly toward cottonoil after recent drastic decline, believing oil will sell considerably higher should the new crop developments prove favorable.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 26, 1928.—Crude cottonseed oil very dull in this territory, with 8½c the best bid. There is practically no trading; forty-one percent meal, \$44.50; loose hulls, \$7.50 Memphis.

yellow fever epidemic on the west coast of Africa failed to bring about any important buying in oil, while the possibilities of the import tariffs being doubled on imported oils, and palm and palm kernel facing a 4c duty whereas those two oils are now on the free list, failed to influence the market here.

Such duties if enacted in the law, it is generally felt, would have influence on the market in the long run. The news of a bullish nature was offset by the heavy run of hogs to market, the break in cotton, the heaviness in lard and the fact that reports on cash oil and compound demand continued of a pessimistic nature.

Visible Supply Large.

The large visible stocks were re-hashed, and more or less apprehension was in evidence in some of the leading cash oil circles as to how distribution of oil could be increased with lard still comparatively cheap compared with compound and undoubtedly taking away some if not a fair percentage of the compound trade.

As a whole however, there was very little or nothing new in the news. The long interest, in some cases, had grown tired. Those who have been expecting a revival of cash trade were again disappointed. Pressure from crude oil was light, but at the same time, scattered tanks came out here and there with sales in the southeast at 8¾c; in the Valley, 8½; in Texas, at 8c.

Last week a little soapers' buying developed at the 8c level, but this week there was little or no evidence of soapers taking hold, although tallow extra New York was steadier at the 8¾c figure.

The open interest in the March delivery is still believed to be large. The longs have been fortunate in being able to switch at modest differentials, and the impression prevails among pit observers that the March liquidation in the long run will prove a healthy market factor as evidenced by the firmness in the January position relatively.

The Government pig report placed the number of swine in the country at the beginning of the year at 58,969,000, compared with 54,408,000 the previous year and 52,055,000 two years ago.

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

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COTTON SEED OIL

CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The large dealer, the small dealer, EVERY dealer, must have the best to compete successfully in the trade of today

**The Crusher—The Refiner—
The Investor—The
Manufacturer—**

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

Always Use YOUR Cotton Oil Market!

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

The Procter & Gamble Co.

Refiners of all Grades of

**COTTONSEED
OIL**

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Cocoanut Oil
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29 Broadway
NEW YORK CITY

Brokers Exclusively
ALL VEGETABLE OILS
In Barrels or Tanks
COTTON OIL FUTURES
On the New York Produce Exchange

COTTONSEED OIL—Market transactions:

Friday, Jan. 20, 1928.

	Range	Closing
Spot	Sales. High. Low.	Bid. Asked.
Jan.	1000 a	1000
Feb.	1000 a	1030
Mar.	1000 a	1002
Apr.	1000 a	1025
May	1000 a	1030
June	1000 a	1050
July	1000 a	1054
Aug.	1000 a	1063
Total Sales,	including switches,	
24,400 bbls. P. Crude S. E. 8% @ 8½.		

Saturday, Jan. 21, 1928.

	Range	Closing
Spot	Sales. High. Low.	Bid. Asked.
Jan.	1000 a	1000
Feb.	1000 a	1030
Mar.	1000 a	1030
Apr.	1000 a	1025
May	1000 a	1025
June	1000 a	1041
July	1000 a	1046
Aug.	1000 a	1058
Total Sales,	including switches,	
13,700 bbls. P. Crude S. E. 8% Sales		
& Bid.		

Monday, Jan. 22, 1928.

	Range	Closing
Spot	Sales. High. Low.	Bid. Asked.
Jan.	1000 a	1000
Feb.	1000 a	1030
Mar.	1000 a	1030
Apr.	1000 a	1015
May	1000 a	1015
June	1000 a	1038
July	1000 a	1045
Aug.	1000 a	1055
Total Sales,	including switches,	
21,100 bbls. P. Crude S. E. 8% Sales.		

Tuesday, Jan. 23, 1928.

	Range	Closing
Spot	Sales. High. Low.	Bid. Asked.
Jan.	1000 a	1000
Feb.	1000 a	1030
Mar.	1000 a	1030
Apr.	1000 a	1015
May	1000 a	1015
June	1000 a	1038
July	1000 a	1045
Aug.	1000 a	1055
Total Sales,	including switches,	
21,100 bbls. P. Crude S. E. 8% Sales.		

Wednesday, Jan. 24, 1928.

	Range	Closing
Spot	Sales. High. Low.	Bid. Asked.
Jan.	1000 a	1000
Feb.	1000 a	1025
Mar.	1000 a	1025
Apr.	1000 a	1010
May	1000 a	1010
June	1000 a	1035
July	1000 a	1037
Aug.	1000 a	1049
Total Sales,	including switches,	
22,500 bbls. P. Crude S. E. 8% @ 8%.		

Wednesday, Jan. 25, 1928.

	Range	Closing
Spot	Sales. High. Low.	Bid. Asked.
Jan.	985 a	985
Feb.	985 a	985
Mar.	985 a	1005
Apr.	985 a	987
May	985 a	996
June	985 a	1001
July	985 a	1023
Aug.	985 a	1038
Total Sales,	including switches,	
32,700 bbls. P. Crude S. E. 8% Sales.		

Thursday, Jan. 26, 1928.

	Range	Closing
Spot	Sales. High. Low.	Bid. Asked.
Jan.	980 a	980
Feb.	980 a	1015
Mar.	980 a	985
Apr.	980 a	995
May	980 a	996
June	980 a	1018
July	980 a	1022
Aug.	980 a	1036
Total Sales,	including switches,	
32,700 bbls. P. Crude S. E. 8% Sales.		

See page 39 for later markets.

COCOANUT OIL—The market was quiet but steady. Buyers and sellers were apart and waiting developments. Possibilities of an increased duty has had little influence thus far. At New York, prices were quoted at 8% c.; Pacific coast tanks, 8½ @ 8% c.

CORN OIL—The market was quiet but firmly held at 9% c. f.o.b. mills.

SOYA BEAN OIL—Demand was only fair, with the market very steady. New York barrels were quoted at 12½ c.; Pacific coast tanks, 9% c asked.

PALM OIL—A fair demand was in the market and at steady prices. Reports of yellow fever, which it was feared might interrupt the movement as some of the Belgian Congo ports have been quarantined, failed to have much influence. At New York, spot Nigre, 7½ @ 7½ c.; shipment, 7½ c.; spot Lagos, 7½ @ 8 c.; shipment, 7.95 c. The trade was somewhat disturbed by the move of the farm bloc to take palm oil off the free list and place a 4¢ duty upon it.

PALM KERNEL OIL—Demand was fair and the market steady as offerings were limited. The farm bloc would also take this oil off the free list and make it dutiable at 4 c a pound. At New York, tanks were quoted at 8% to 8½ c.; drums in casks, 9½ @ 9½ c.

OLIVE OIL FOOTS—The market was dull but steady, with spot foots at New York quoted at 9½ c.; January delivery, 9 c; February, 8½ c; April-June, 8½ c.

SESAME OIL—Choice refined, deodorized, color 14.5 yellow 2.5 red, offered at New York at 11½ c.

PEANUT OIL—Market nominal.

COTTONOIL—The market was very quiet, but the spot situation here was firm. Offerings were light. Southeast crude, 8½ c sales; Valley, 8½ c nominal; Texas, 8 c sales.

CHEMICALS AND SOAP SUPPLIES

(Special Report to The National Provisioner)

New York, Jan. 24, 1928.—Latest quotation on chemicals and soap makers' supplies:

Extra tallow, f. o. b., seller's plant, 8½ c lb.; manila cocoanut oil, tanks, New York, 8½ c lb.; manila cocoanut oil, barrels, New York, 10½ c lb.; cochin cocoanut oil, barrels, New York, 11 c lb. P. S. Y. cottonseed oil, barrels, New York, 11½ @ 12 c lb.; crude corn oil, barrels, New York, 11½ c lb.; olive oil foots, barrels, New York, 10½ c lb.; 5% yellow olive oil, barrels, New York, \$1.40 @ 1.50 gallon.

Crude soya bean oil, barrels, New York, 12½ c lb.; palm kernel oil, barrels, New York, 10 c lb.; red oil, barrels, New York, 9½ @ 10½ c lb.; nigre palm oil casks, New York, 7½ @ 7½ c lb.; lagos palm oil, casks, New York, 8½ c lb.

Glycerine (soaplye) 9 to 9½ c lb.

TO SIMPLIFY PACKAGE SIZES.

A request has been made by the Interstate Cottonseed Crushers' Association to the simplified practice division of the U. S. Department of Commerce to call a general conference of manufacturers, distributors and users. The object of the conference will be to adopt a simplified practice recommendation covering sizes and types of containers used for packing vegetable shortening.

39.

The Week's Closing Markets

FRIDAY'S CLOSINGS.

Provisions.

Hog products were active and steady the latter part of the week. Packers' brokers and warehousemen sold lard freely, but commission houses were good buyers, credited partly to Europe. Hogs were easier with the run still large. The government hog report was bearishly construed.

Cottonseed Oil.

Cotton oil trade on New York produce exchange very large. Heavy March liquidation, lower outside markets, weakness in crude and slow cash trade with refiners' pressure on the late months carried prices to new lows for the season.

Refiners' brokers were large buyers of March, and the discount narrowed to thirty-five points under July. Commission houses liquidated some March outright, but mainly transferred holdings to the later months.

Southeast crude sold at 8c; Texas, 7 1/2c; Valley, 8c bid. Soapers' interest failed to make its appearance in the crude market, but is being watched very closely.

Quotations on cottonseed oil at Friday noon were: January, \$9.75; March, \$9.75@9.77; April, \$9.78@9.85; May, \$9.88; June, \$9.96@10.05; July, \$10.13; August, \$10.23@10.26.

Tallow.

Tallow, extra, 8 1/2c.

Stearine.

Stearine, 10c.

FRIDAY'S GENERAL MARKETS.

New York, Jan. 27, 1928—Spot lard at New York: Prime western, \$12.50@12.60; middle western, \$12.25@12.35; city, 11.75c; refined continent, 13c; South American, \$13.88; Brazil kegs, \$14.88; compound, \$12.75.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Jan. 26, 1928—General provision market continues dull and weak. No demand for hams, lard, picnics nor square shoulders. Spot prices declining.

Today's prices are as follows: Liverpool shoulders, square, 62s; hams, American cut, 91s; hams, long cut, 94s; Cumberland cut, 63s; short backs, 75s; picnics, 64s; bellies, clear, 74s; spot lard, 62s.

HULL OIL MARKET.

Hull, England, Jan. 25, 1928.—(By Cable)—Refined cottonseed oil 39s, crude cottonseed oil 35s.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, Jan. 1, 1928, to Jan. 25, 1928, none.

RECEIPTS AT CENTERS.

SATURDAY, JANUARY 21, 1928.

	Cattle.	Hogs.	Sheep.	
Chicago	700	9,000	1,000	
Kansas City	400	3,500	...	
Omaha	275	6,500	...	
St. Louis	100	7,500	...	
St. Joseph	100	5,000	3,000	
Sioux City	500	6,500	100	
St. Paul	200	900	700	
Fort Worth	100	400	...	
Milwaukee	600	300	...	
Denver	100	500	1,000	
Louisville	100	400	...	
Wichita	300	2,200	100	
Indianapolis	100	9,000	300	
Pittsburgh	100	2,200	300	
Cincinnati	300	2,200	100	
Buffalo	100	1,100	100	
Cleveland	100	1,000	100	
Nashville	...	300	...	
Toronto	100	...	...

MONDAY, JANUARY 23, 1928.

	Cattle.	Hogs.	Sheep.	
Chicago	17,000	67,000	15,000	
Kansas City	15,000	11,000	5,000	
Omaha	10,000	13,000	12,500	
St. Louis	3,500	18,000	800	
St. Joseph	2,800	5,000	4,000	
Sioux City	5,000	12,000	3,500	
St. Paul	3,700	15,000	6,200	
Oklahoma City	1,800	1,400	...	
Fort Worth	3,500	2,000	600	
Milwaukee	200	400	100	
Denver	1,100	4,200	4,700	
Louisville	900	2,000	...	
Wichita	5,000	4,000	500	
Indianapolis	500	8,000	500	
Pittsburgh	700	6,000	1,500	
Cincinnati	1,100	4,700	500	
Buffalo	1,400	15,000	14,000	
Cleveland	1,000	5,500	3,000	
Nashville	300	1,100	100	
Toronto	3,000	600	600	

TUESDAY, JANUARY 24, 1928.

	Cattle.	Hogs.	Sheep.	
Chicago	9,000	60,000	15,000	
Kansas City	9,500	10,000	5,500	
Omaha	6,500	21,000	8,000	
St. Louis	2,200	7,000	4,500	
St. Joseph	3,500	15,000	3,500	
Sioux City	1,800	11,000	500	
St. Paul	1,800	1,100	100	
Oklahoma City	8,000	1,500	100	
Fort Worth	8,000	3,000	300	
Milwaukee	600	3,300	6,400	
Denver	100	700	100	
Wichita	1,800	2,800	400	
Indianapolis	1,500	17,000	1,500	
Pittsburgh	100	1,800	600	
Cincinnati	400	4,900	100	
Buffalo	100	1,200	300	
Cleveland	200	2,000	1,000	
Nashville	100	500	...	
Toronto	1,400	1,200	200	

WEDNESDAY, JANUARY 25, 1928.

	Cattle.	Hogs.	Sheep.	
Chicago	8,000	28,000	14,000	
Kansas City	6,000	10,000	4,600	
Omaha	3,000	20,000	5,500	
St. Louis	2,500	21,000	500	
St. Joseph	2,500	11,000	4,000	
Sioux City	3,000	20,000	3,000	
St. Paul	3,000	25,000	3,000	
Oklahoma City	1,000	1,200	...	
Fort Worth	2,700	1,400	300	
Milwaukee	500	2,000	200	
Denver	700	2,800	5,400	
Louisville	100	900	...	
Wichita	1,400	1,500	200	
Indianapolis	900	9,000	300	
Pittsburgh	100	3,000	1,000	
Cincinnati	400	4,900	100	
Buffalo	100	3,000	700	
Cleveland	200	3,000	1,500	
Nashville	100	700	300	
Toronto	800	600	300	

THURSDAY, JANUARY 26, 1928.

	Cattle.	Hogs.	Sheep.	
Chicago	9,000	65,000	13,000	
Kansas City	2,000	9,000	4,000	
Omaha	3,300	17,000	11,500	
St. Louis	2,300	17,000	1,200	
St. Joseph	2,000	8,500	4,000	
Sioux City	2,500	15,000	3,500	
St. Paul	2,500	14,000	700	
Oklahoma City	1,000	1,200	...	
Fort Worth	2,300	1,500	300	
Milwaukee	700	2,500	100	
Denver	1,200	3,000	8,100	
Wichita	900	2,000	300	
Indianapolis	700	8,000	1,500	
Pittsburgh	...	2,500	300	
Cincinnati	600	3,500	100	
Buffalo	100	1,200	400	
Cleveland	100	2,500	800	
Toronto	100	...	...

FRIDAY, JANUARY 27, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	44,000	12,000
Kansas City	400	5,500	3,000
Omaha	700	4,000	5,000
St. Louis	1,000	18,000	300
St. Joseph	500	7,500	7,500
Sioux City	1,500	11,000	700
St. Paul	1,700	4,000	2,000
Oklahoma City	1,200	1,000	...
Fort Worth	2,300	1,400	300
Milwaukee	200	600	100
Denver	500	2,200	1,500
Wichita	500	3,000	200
Indianapolis	1,000	10,000	1,200
Pittsburgh	...	...	...
Cincinnati	500	4,000	400
Buffalo	200	3,800	3,200
Cleveland	100	2,500	1,000

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at the principal markets of the country for the week ended Jan. 21 and comparative periods are as follows:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ending Jan. 21	242,000	952,000	270,000
Week ago	241,000	814,000	353,000
1927	268,000	731,000	299,000
1926	283,000	713,000	259,000
1925	225,000	933,000	246,000
1924	259,000	1,054,000	266,000

At 11 markets:

	Cattle.	Hogs.	Sheep.
Week ending Jan. 21	214,000	729,000	205,000
Previous week	192,000	620,000	246,000
1927	227,000	651,000	229,000
1926	245,000	268,000	185,000
1925	225,000	192,000	178,000
1924	200,000	816,000	219,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

NOV. LIVESTOCK SLAUGHTER.

Livestock slaughtered under federal inspection at various centers in the United States during November, 1927, with comparisons, are reported by the U. S. Department of Agriculture as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Baltimore	7,113	721	77,185	2,137
Buffalo	10,912	2,609	92,377	8,716
Chicago	17,400	48,462	536,389	208,082
Cincinnati	11,157	5,337	76,407	4,347
Cleveland	9,116	7,199	80,900	16,087
Denver	13,301	2,156	16,558	10,138
Detroit	8,261	5,626	80,312	34,045
Ft. Worth	52,759	47,666	19,764	12,664
Indianapolis	17,552	3,772	89,848	2,466
Kans. City	101,720	23,715	162,035	63,401
Milwaukee	19,433	43,960	142,371	5,672
N. Y. Yds.	38,080	7,409	104,305	20,265
New York	33,950	46,944	127,013	199,171
St. Louis	73,256	7,789	102,717	96,462
Phila.	6,767	6,958	95,531	18,565
St. Louis	13,824	4,076	122,777	4,308
Sioux City	30,059	5,770	78,908	57,998
St. Paul	69,345	60,588	328,892	96,910
St. Jos.	31,706	7,676	96,371	69,497
Total	144,610	68,675	1,219,236	135,972
Nov. 1927	881,483	410,765	3,688,439	1,070,361
Nov. 1926	946,759	435,152	3,609,860	1,038,859
11 months end Nov.	8,758,961	4,500,421	38,764,852	11,788,075
11 months end Nov.	9,263,341	4,742,543	36,242,606	11,789,049

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Jan. 21, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,842	8,143	7,801	19,961
New York	642	8,428	28,071	5,977
Central Union	2,903	1,031	...	14

Live Stock Markets

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Jan. 26, 1928.

CATTLE—Fed steers steady to 25c lower; good to choice grades fat cows and heifers, 25@40c off; common cows and cutters, strong; bulls, strong to 25c higher; vealers, \$1.00 lower; extreme top, \$18.25; best yearlings, \$16.75; bulk, \$12.50@15.00; light heifers, 25c higher; bulk light heifers, \$11.75@13.00; best, \$13.50. Heavy sausage, \$8.75; light vealers, \$12.50@13.00; best to shippers, \$15.00@16.00. Good and choice fed steers were under pressure all week. Shippers continually fought the market on kinds of value to sell at \$14.00 upward, especially \$15.00

up. Not many such kinds arrived, but demand was not sufficient to stage an advance although sellers asked sharply higher prices and stubbornly tried out the market every session. Recent losses in the beef on shipping steers was the weakening factor.

Comparatively little but short feds arrived and a weight spread of 1,050 to 1,200 lbs. measured most of the steer crop. Shippers inactivity after having reduced prices 75c to \$1.00 late last week was a commentary on the way the dressed product has been selling in the east, sharply curtailed orders following the runaway live trade early last week. A sprinkling of best steers available sold at \$16.00 to \$17.00 with the top at \$18.25, nothing strictly choice arriving.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Jan. 26, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Hvy. wt. (250-350 lbs.) med-ch.	\$7.90@ 8.15	\$7.90@ 8.20	\$7.60@ 8.00	\$7.75@ 8.05	\$7.75@ 7.80
Med. wt. (200-250 lbs.) med-ch.	8.00@ 8.25	8.10@ 8.35	7.70@ 8.05	7.80@ 8.10	7.75@ 7.80
Lt. wt. (160-200 lbs.) com-ch...	7.75@ 8.25	8.00@ 8.35	7.60@ 8.05	7.80@ 8.10	7.75@ 7.80
Lt. lt. (130-160 lbs.) com-ch...	7.25@ 8.20	7.25@ 8.30	7.15@ 7.85	7.60@ 8.05	7.25@ 7.80
Packing sows, smooth and rough.	7.00@ 7.50	6.75@ 7.25	6.75@ 7.25	6.50@ 7.40	6.75@ 7.25
Str. pigs (130 lbs. down), med-ch	6.05@ 7.75	5.75@ 7.50	.....	7.00@ 7.50	7.00@ 7.25
Av. cost and wt., Wed. (pigs excl.)	8.09-223 lb.	8.17-211 lb.	7.02-250 lb.	7.97-247 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	15.00@ 18.25	.....	14.25@ 17.25	14.25@ 17.75	.....
STEERS (1,300-1,500 LBS.):					
Choice	17.00@ 18.25	17.75@ 18.25	16.25@ 17.25	17.00@ 17.50	15.25@ 17.00
Good	14.75@ 17.00	14.25@ 17.75	13.75@ 16.25	13.65@ 17.25	13.00@ 15.25
STEERS (1,100-1,300 LBS.):					
Choice	17.00@ 18.00	17.00@ 18.00	16.00@ 17.00	16.25@ 17.50	15.25@ 16.75
Good	14.50@ 17.00	14.00@ 17.00	13.50@ 16.00	13.50@ 17.00	12.75@ 15.25
STEERS (950-1,100 LBS.):					
Choice	16.50@ 17.50	16.50@ 17.75	15.75@ 16.75	16.00@ 17.25	14.50@ 16.50
Good	13.50@ 17.00	13.75@ 16.50	12.75@ 15.75	12.75@ 16.25	12.25@ 14.50
STEERS (800 LBS. UP):					
Medium	11.25@ 14.50	10.50@ 14.25	10.00@ 13.75	10.00@ 13.65	9.75@ 13.00
Common	9.25@ 11.25	8.25@ 10.50	8.00@ 10.00	7.75@ 10.00	7.25@ 9.75
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	15.75@ 16.75	15.50@ 16.50	14.75@ 16.50	15.25@ 17.00	14.50@ 16.25
Good	12.25@ 15.75	12.00@ 15.50	11.75@ 14.75	12.25@ 15.50	11.75@ 14.50
HEIFERS (850 LBS. DOWN):					
Choice	13.00@ 13.75	13.25@ 14.00	12.25@ 13.50	12.50@ 13.75	11.75@ 13.75
Good	11.75@ 13.00	11.25@ 13.25	10.50@ 12.25	10.50@ 12.75	9.50@ 12.00
Common-med.	8.50@ 12.00	7.25@ 11.25	7.00@ 10.50	7.25@ 10.50	7.00@ 9.75
HEIFERS (850 LBS. UP):					
Choice	11.75@ 13.25	11.50@ 13.50	11.00@ 13.00	11.50@ 13.00	10.50@ 12.50
Good	10.50@ 13.00	10.00@ 12.50	9.50@ 12.00	10.00@ 12.00	9.75@ 10.50
Medium	8.75@ 11.75	8.00@ 10.00	7.50@ 10.00	7.75@ 10.30	7.00@ 9.75
COWS:					
Choice	10.75@ 11.50	10.75@ 11.75	10.25@ 11.50	10.25@ 11.00	9.50@ 10.75
Good	8.75@ 10.75	9.00@ 10.75	8.50@ 10.25	8.40@ 10.25	8.25@ 9.50
Common-med.	6.75@ 8.75	7.00@ 9.00	6.50@ 8.50	6.50@ 8.40	6.50@ 8.25
Low cutter and cutter...	5.65@ 6.75	5.00@ 7.00	5.00@ 6.50	5.00@ 6.50	5.00@ 6.50
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	8.75@ 10.25	8.25@ 10.00	8.00@ 9.00	7.85@ 8.75	7.50@ 8.75
Cutter-med.	6.50@ 8.75	5.50@ 8.25	6.00@ 8.00	5.75@ 7.85	6.50@ 8.25
CALVES (500 LBS. DOWN):					
Medium-ch.	7.00@ 9.50	7.75@ 10.75	8.50@ 11.00	8.50@ 11.50	7.00@ 10.00
Cull-common	5.50@ 7.00	5.50@ 7.75	6.00@ 8.50	6.00@ 8.50	5.00@ 7.00
VEALERS (MILK-FED):					
Good-ch.	12.25@ 15.50	16.00 only	10.00@ 12.00	10.50@ 13.00	9.50@ 12.50
Medium	11.25@ 12.25	12.50@ 16.00	8.00@ 10.00	9.00@ 10.50	7.00@ 9.50
Cull-common	7.00@ 11.25	6.00@ 12.50	6.00@ 8.00	6.00@ 9.00	5.00@ 7.00
Slaughter Sheep and Lambs:					
Lambs (84 lbs. down) good-ch...	13.50@ 14.25	13.50@ 14.00	13.25@ 13.80	13.00@ 13.85	13.00@ 13.50
Lambs (82 lbs. down) medium...	12.00@ 13.75	12.75@ 13.75	11.75@ 13.25	.....	11.50@ 13.00
Lambs (all weights) cull-common	10.35@ 12.50	10.00@ 12.25	10.00@ 12.00	9.00@ 12.00	9.50@ 11.50
Yearling wethers (110 lbs. down)	.....	.....	.....	.....	.....
medium-choice	10.50@ 12.65	9.50@ 11.75	8.50@ 11.00	9.00@ 11.25	9.00@ 11.25
Ewes (120 lbs. down) med-ch...	6.25@ 8.25	5.50@ 7.25	5.50@ 7.75	5.50@ 7.65	5.50@ 7.75
Ewes (120-150 lbs.) medium-ch...	5.85@ 8.60	4.50@ 6.75	5.25@ 7.50	5.25@ 7.40	5.25@ 7.50
Ewes (all weights) cull-common	2.25@ 6.25	2.00@ 5.00	2.00@ 5.50	2.50@ 5.50	2.00@ 5.50

HOGS—Prices generally 10c to 30c lower; pigs, 10@25c lower; best packing sows, steady; less desirable kinds, 10c lower; demand active at decline; late top, \$8.25. Bulk good and choice hogs all weights 160 to 300 lbs., \$8.05@8.20; few big weight butchers, \$8.00; bulk 130 to 150 lbs., \$7.50@8.10; pigs, \$7.00@7.50; bulk packing sows, \$7.15@7.40.

SHEEP—Further reduction in runs of corn belt fed lambs with limited marketing from the Colorado-Nebraska area resulted in a decrease in aggregate runs for the week. Sheep, 50c to 75c up. Top on choice handyweight lambs, \$14.35; bulk of 78 to 92 lb. lambs, \$13.75@14.00. A spread of \$12.85@13.50 got most 94 to 105 lb. offerings, with 84 to 94 lb. Colorados largely \$13.50@13.75. Clipped lambs cleared, \$11.50@11.75; yearlings, \$11.00@12.25; the top on lightweights, \$12.65; fat ewes, \$7.75@8.00; top, \$8.25.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Jan. 26, 1928.

CATTLE—Fed steers and yearlings ruled uneven, a weaker undertone prevailing. Compared with a week ago prices are 25@75c lower with the better grades of weighty steers sharing most of the loss. Choice heavy steers topped at \$17.75; bulk of the more desirable fed arrivals, \$11.75@15.50; plain quality dogies, \$9.50@11.50; fed heifers, 25c higher; other she stock, weak to 25c off; bulls, steady to 25c lower; vealers, \$1.50@2.00; with late top, \$13.00.

HOGS—The trend of prices on all weights and grades of hogs was toward lower levels. Arrivals scaling from 200 lb. up, 25@35c lower; under 200 lbs., 10@25c lower; lights, down to \$8.10 at the close. Bulk of the 160-325 lb. weights sold from \$7.90@8.10 at the finish. Packing grades held steady.

SHEEP—Demand for fat woolled lambs was urgent and prices advanced 75@90c over a week ago. Desirable Colorado fed arrivals, \$13.90; bulk of fed Westerns, \$13.25@13.85; shorn lambs and yearlings, 25@50c higher; clipped lambs, \$11.25@11.75; yearlings, \$9.85@10.00; fat ewes, 10@15c higher; bulk, \$7.00@7.65.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Jan. 26, 1928.

CATTLE—Demand choice weighty steers and medium weights narrowed during the week. Prices declined 25@50c. Lower grades and the lighter weights closed weak to 25c lower. Week's top, \$17.00. Medium weights, 1,267-lb., \$16.25; she-stock and bulls,

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strong to 25c higher; veals, \$1.00@ 2.00 higher; practical top, \$11.50.

HOGS—Heavy liquidation has featured both locally and at all outside points. Demand has shown breadth and while there has been a gradual weakening to values throughout the period, good clearances have been effected daily. Comparisons Thursday with Thursday show a price loss on practically all classes and grades of 25c. Thursday's top, \$8.05; bulk 200-300 lb. butchers, \$7.75@8.00; 160-200 lb. lights, \$7.75@8.00; packing sows, \$6.90@7.15; stags, \$6.00@6.75.

SHEEP—In a general way, comparisons Thursday with Thursday show fat lamb prices 50@75c higher; sheep, around 25c higher. Thursday's bulk of fed wooled lambs 86-96 lb., \$13.00@13.60; top on light lambs, \$13.80; fall shorn lambs, averaging 90 lbs., \$11.50; yearlings, upward to \$11.00; bulk of slaughter ewes, \$7.00@7.70; top, \$7.75.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Jan. 26, 1928.

CATTLE—Light runs of steers and butchers; yearlings were in good demand. She stock tended lower. Compared last Thursday, steers ruled steady; butcher yearlings, 25c higher; cows, 50c lower; cutters and bulls, 25c lower; good and choice vealers, \$1.75 higher. 1,192 lb. matured steers and 1,008 lb. yearlings, \$15.00; 605 lb. mixed yearlings, \$13.00; 560 lb. heifers, \$13.25. Bulks: steers, \$9.75@

13.35; fat butcher yearlings, \$11.50@12.50; cows, \$7.25@9.50; all cutters, \$5.25@6.50.

HOGS—Price decline, 25@40c; heavy hogs, 40c lower; light lights and pigs little changed; packing sows, 10@15c lower. Top, \$8.35. Today's bulk: 160-220 lb., \$8.25@8.35; 230 lb. up, \$8.10@8.20; light lights, \$7.75@8.25; good pigs, \$6.00@7.50; packing sows, \$7.00@7.25. Active buying featured week's trade. Runs were under last week.

SHEEP—Market active and 50c higher on all classes. Top lambs, \$14.00; bulk sales, \$13.75@14.00; 92-lb. lambs, \$13.75. Top for week, \$14.35. Native cull lambs mostly \$10.00. Fat ewes, \$6.75@7.25.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Jan. 25, 1928.

CATTLE—Compared with a week ago, fed steers and the better grades of fat she-stock are around 15@25c lower. Top medium weight steers reached \$14.25; best yearlings, \$13.25; bulk of all steers and yearlings, \$10.50@12.50. Specialties in she-stock reached \$12.50 for yearling heifers, and \$11.00 and \$12.00 for weighty cows and heifers respectively. Fat cows sold at \$7.00@9.00; heifers, \$8.00@10.00; cutters, \$5.25@6.25; bulls, \$7.75@8.00; vealers, \$12.50.

HOGS—Most butcher hogs ruled 25@35c lower; light lights and sows, steady to weak, 25c up. Bulk of lights and butchers, \$7.90; some heavy

weights, \$7.75; bulk of the light lights, \$7.50@7.75; packing sows, \$6.75; pigs, \$7.00@7.25.

SHEEP—Better grades sold sharply higher, the advance being 75c@\$1.00. Sheep sold 25@50c higher. Desirable 83 to 90 lb. fed lambs at \$13.25@13.50; less desirable kinds, \$13.00; plain sorts, \$12.00; cull and common lambs, \$10.00 @11.00; good to choice fat ewes, \$7.00 @7.50; less desirable and heavier weights, \$5.50@6.50; culs down to \$3.00 or below.

ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Jan. 26, 1928.

CATTLE—Beef steer and yearling worked lower 25c or less. Keen competition from feeder buyers. Good 1,150 lb. steers, \$14.75; steers and yearlings bulked at \$12.00@14.25; plain warmed up light weights, down around \$11.50 and below. Fat she stock averaged steady; choice cows reached \$11.00; the bulk made \$7.50 @9.50; good fat heifers, \$11.00@11.30; cutters bulked at \$5.50@6.50; bulls ruled 25c lower; medium grades, \$7.25 @7.50; vealers, advanced 50c; with a \$12.50 top.

HOGS—Values reached the year's low point when butchers declined 10@35c. Packing sows, 25c lower; choice 180-220 lb. grades, topped at \$8.10, the bulk of 160-240 lb. weights, \$8.00@8.10; weightier butchers, \$7.85@8.00; packing sows, \$6.75@7.00; smooth lightweights, up to \$7.25.

SHEEP—Fat lambs netted 50@75c

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advances; choice wooled handyweights, \$14.00; bulk, \$13.25@13.90. Desirable 94-98 lb. woolskins, \$13.25@13.60; fresh clipped 81-91 lb. lambs, \$11.00@11.15; native lambs, \$12.50 down. Yearlings and aged stock ruled strong to 25c higher. 105 lb. fat yearlings, \$11.00. Choice lightweight western fat ewes topped at \$7.75.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 21, 1928.

CATTLE.

	Week ending	Prev. week.	Cor. week.
	Jan. 21.	week.	1927.
Chicago	22,483	25,091	31,172
Kansas City	18,750	23,584	26,567
Omaha	18,124	18,597	22,178
East St. Louis	9,003	10,920	12,482
St. Joseph	8,284	8,732	8,814
Sioux City	8,097	9,547	11,139
Fort Worth	7,270	8,558	7,279
Philadelphia	1,647	1,641	1,894
Indianapolis	4,452	4,489	4,680
Boston	1,741	1,085	1,650
N. Y. and Jersey City	9,164	9,339	10,283
Oklahoma City	5,275	4,872	5,966
Total	115,290	128,055	144,986

HOGS.

	Week ending	Prev. week.	Cor. week.
	Jan. 21.	week.	1927.
Chicago	198,400	133,300	150,500
Kansas City	56,735	30,721	39,537
Omaha	65,015	57,270	51,580
East St. Louis	61,162	41,693	38,494
St. Joseph	38,060	24,389	30,452
Sioux City	54,509	45,491	47,287
Fort Worth	9,444	7,002	5,745
Philadelphia	18,420	19,836	16,774
Indianapolis	63,740	57,759	35,409
Boston	24,209	26,081	18,507
N. Y. and Jersey City	71,624	71,294	53,484
Oklahoma City	6,181	8,699	6,006
Total	567,499	519,935	507,863

SHEEP.

	Week ending	Prev. week.	Cor. week.
	Jan. 21.	week.	1927.
Chicago	39,879	57,627	61,704
Kansas City	24,135	26,870	22,019
Omaha	31,732	30,264	23,204
East St. Louis	6,208	9,221	—
St. Joseph	28,051	27,121	23,312
Sioux City	13,781	16,156	10,455
Fort Worth	1,741	2,553	4,339
Philadelphia	4,374	5,008	5,494
Indianapolis	4,029	2,889	1,954
Boston	4,298	6,098	3,874
N. Y. and Jersey City	53,127	56,715	54,910
Oklahoma City	97	207	57
Total	211,472	231,508	220,891

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Jan. 19, 1928, with comparisons:

BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended	Same week.	Prev. week.	Cor. week.
	Jan. 19.	week.	1927.	1927.
Toronto	\$12.00	\$12.50	\$ 7.50	
Montreal	10.75	10.50	7.25	
Winnipeg	11.50	11.00	7.00	
Calgary	9.85	9.50	6.50	
Edmonton	10.00	10.00	6.75	
Pr. Albert	9.50			
Moose Jaw		9.50		

VEAL CALVES.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Pr. Albert	Moose Jaw
	\$16.00	\$16.00	\$14.00				
	13.00	13.00	12.00				
	15.00	15.00	11.00				
	14.00	14.00	10.50	7.50			
	14.00	14.00	14.00	10.00			
	13.00	13.00	12.00				
	7.00	12.00					

SELECT BACON HOGS.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Pr. Albert	Moose Jaw
	\$14.50	\$15.00	\$14.00				
	9.50	9.75	13.15				
	9.25	8.25	11.82				
	8.75	9.00	12.48				
	8.75	8.85	12.48				
	8.65	8.50					
	9.25	8.15					

GOOD LAMBS.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Pr. Albert	Moose Jaw
	\$14.00	\$15.00	\$14.00				
	10.50	11.00	9.25				
	13.00	12.50	11.50				
	12.00	12.00	10.50				
	12.50	12.50	11.00				

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, January 21, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,129	14,000	13,237
Swift & Co.	5,389	20,800	12,648
Morris & Co.	2,538	21,000	8,820
Wilson & Co.	4,100	18,000	5,174
Anglo-Amer. Prov. Co.	1,114	5,000	—
G. H. Hammann Co.	2,338	7,100	—
Libby, McNeil & Libby	948	—	—
Brennan Packing Co.	6,600	hogs	Miller & Hart, 9,000 hogs; Independent Packing Co., 6,800 hogs; Boyd, Lammam & Co., 7,700 hogs; Western Packing & Provision Co., 13,800 hogs; Roberts & Oake, 10,200 hogs; Agar Packing Co., 6,200; others, 47,900 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,168	1,136	13,628	3,650
Cudahy Pkg. Co.	2,798	660	9,441	6,031
Fowler Pkg. Co.	707	—	—	—
Morris & Co.	2,384	1,100	6,977	3,028
Swift & Co.	3,514	815	14,838	5,543
Wilson & Co.	3,095	430	9,971	5,829
Local Butchers	874	69	1,880	54
Total	15,540	4,210	56,735	24,135

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,054	20,403	10,015
Cudahy Pkg. Co.	4,099	15,597	8,497
Dold Pkg. Co.	1,108	7,876	—
Morris & Co.	2,118	5,463	5,123
Swift & Co.	4,732	14,577	12,022
Eagle Pkg. Co.	19	—	—
M. Glassburg	—	—	—
Glaser Prov. Co.	—	—	—
Hoffman Bros.	48	—	—
Mayrowich & Vall.	23	—	—
Omaha Pkg. Co.	56	—	—
J. Kite Pkg. Co.	9	—	—
Roth & Sons	24	—	—
So. Omaha Pkg. Co.	87	—	—
Lincoln Pkg. Co.	244	—	—
Morell Pkg. Co.	69	—	—
Nagle Pkg. Co.	89	—	—
Wilson Pkg. Co.	198	—	—
Kennett-Murray Co.	4,668	—	—
J. W. Murphy	12,014	—	—
Other buyers	13,432	—	—
Total	17,234	94,030	35,057

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,363	290	13,584	900
Swift & Co.	2,899	1,482	13,263	2,491
Morris & Co.	1,300	419	4,823	818
East Side Pkg. Co.	1,129	—	11,406	—
All others	2,312	1,412	18,087	1,999
Total	9,003	3,603	61,162	6,208

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,117	607	18,920	—
Armour & Co.	1,934	214	9,753	—
Morris & Co.	2,056	267	9,135	—
Others	2,653	187	4,887	—
Total	9,760	1,275	42,705	—

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,457	217	25,006	3,469
Armour & Co.	2,773	186	22,240	5,769
Swift & Co.	2,017	220	12,846	4,014
Sacks Pkg. Co.	39	12	79	—
Smith Bros.	96	34	611	—
Local butchers	2,103	143	21,966	—
Order Buyers	—	—	—	—
Total	9,485	821	82,746	14,463

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,681	3,152	26,075	3,910
Cudahy Pkg. Co.	401	4,148	—	—
Hertz Bros.	116	20	—	—
Swift & Co.	1,273	108	—	5,372
United Pkg. Co.	357	138	16,958	—
Others	—	—	—	—
Total	8,714	10,020	84,567	9,282

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.

</tbl

Hide and Skin Markets

Chicago.

PACKER HIDES—After a considerable period of waiting, sellers' ideas finally prevailed on branded hides, and there was a good movement at steady prices of all branded descriptions to sole leather interests, despite the deterioration in quality at this season. No activity is reported, as yet, on native hides. Buyers and sellers are still in a waiting position. Quotations are based on last trading prices. The movement of branded hides is thought to have totalled around 60,000 for the week to date, January take-off.

Spready native hides are quoted nominally at 27½@28c, based on last week's sale in the east at 27½c. Heavy native steers sold last at 26½c. Extreme native steers are nominally 26c.

Branded steers are active, with sales of 2,000 butt brands at 26c, steady. Around 15,000 Colorados moved at 25½c. These are also steady. One sale of 1,000 heavy Texas steers is reported at 26c, steady. About 2,500 light Texas steers brought 25½c, steady. Extreme light Texas steers sold with branded cows at 24c, a steady price.

Heavy native cows are quoted at 25c last paid and nominal. Light native cows sold last at 25½c and are quoted nominally on this basis. Branded cows are active, with all packers moving a total of around 40,000 at 24c. This is steady with last trading price.

Native bulls sold last at 20½c, last week. Branded bulls moved last at 20c for Ft. Worths. Northerns are nominally 19½c.

SMALL PACKER HIDES—The local market continues quiet, most killers having moved January slaughter earlier. Last trading in January hides was about three weeks ago when two local small packers sold all-weight native steers and cows at 25c. One secured 24c for branded, the other 24½c. One local small packer still has January production and has been asking considerably higher than the nominal market. Based on trading in big packer market, small packer hides are quoted nominally around 25c for all-weight natives and 24c for branded. Last trading in December-January bulls last week was at 20c for native bulls and 19c for branded.

COUNTRY HIDES—Country hides are inclined to slowness, with sellers apparently willing to move hides and buyers waiting for something definite in the market on big packer native hides. A movement there at steady price will no doubt strengthen the country market considerably. Good all-weights have sold at 21½c, selected, delivered, and this is generally considered top. Heavy cows are quoted around 20c. Some are talking 20½c.

Heavy steers alone are priced around 21½c. Buff weights are slower and are offered freely at 22c, with some outside lots reported available at 21½c. Heavy hides, 60-lb. up, are slowest on the list. Extremes are available at 23½@24c, with ½c higher asked by some local houses for good 25/45 lb. Bulls are slow and are quoted around 17c, selected, asked. All-

weight branded are priced around 19@19½c, Chicago freight.

CALFSKINS—There is nothing new in the packer calfskin market, December skins being fairly well cleaned up. Last trading was at 33c for December at Chicago, with a later sale of two cars of Toronto skins at 34c, previously reported. Sellers are talking around 35c for unsold December skins.

First salted Chicago city calfskins are offered at 31c. A report was current last week that city calf had sold at 31c. This was later denied by the seller. Two cars are reported to have sold the day following sale of four cars from another direction at 30c, previously reported. Outside city calf are reported sold at 30c. Mixed cities and countries range down to 26½@27c.

KIPSKINS—The market is quiet on packer kips, most of the December skins having been sold previously. Last trading in December skins was at 30c for natives, 29c for over-weights and 27c for branded. Sellers are talking 31c for unsold December natives.

First salted Chicago city kips are nominally around 28c, and 28½c is talked. Offerings are scarce. Outside cities are quoted around 27@27½c. Mixed cities and countries range down around 25½@26c.

Packer regular slunks sold last at \$1.65 and are now offered at \$1.75. Hairless are quoted at \$1.00@1.10 asked.

HORSEHIDES—The market slow and easier, with signs of stocks accumulating. Sellers are asking \$8.50@8.75 for choice lots, mostly renderers, with full heads and shanks. Ordinary mixed lots are reported selling outside down to \$7.50.

SHEEPSKINS—Dry pelts are quoted at 25@28c per lb., according to section. Packer shearlings are quiet, with last trading at \$1.20 for a car of mostly fresh clipped. A better percentage of No. 1's would probably bring \$1.25. Pickled skins are steady and are quoted at \$9.50@9.75 for straight run of packer lamb. Last trading was at \$9.00 for ribby lambs and \$10.00 for blind ribbies.

Last sales are reported at New York at \$9.25 per doz. straight run of city lamb. These sold into early February. Pickled sheepskins are quoted around \$10.50 per doz. for straight run. One packer moved ribby sheep at \$10.00 this week, and the last sale of blind ribbies was at \$11.50.

Packer wool lambs are quoted at \$3.90 per cwt. live lamb at Chicago, with the stronger wool market. On a piece basis they are quoted around \$2.75@3.35. Packer sheepskins are quoted around \$1.75@2.50. Small packer lambs are quoted at \$2.50@3.00 for late slaughter, with last trading at \$2.85 for December skins.

PIGSKINS—No. 1 pigskin strips are quoted around 9c, nominally. Gelatine stocks are quoted at 4@4½c, with sales of salted scraps at 4c.

New York.

PACKER HIDES—Nothing further has been reported in the New York market this week, to date, following the active movement last week. One car

of spready native steers moved late last week at 27½c for December-January take-off. Native steers sold last at 26½c for January; butt brands, 26c; Colorados, 25½c. Active inquiries are reported for the unsold January hides. The market is reported firm.

COUNTRY HIDES—The market has been easier on country hides, with sellers apparently willing to trade and buyers holding back. All-weights are around 21½c top. Extremes are available at 24c for good 25/45 lb. weights. Some offerings at 23½c are reported.

CALFSKINS—There is nothing new in the city calfskin market. Receipts continue light and offerings are held firmly at last trading prices. The 5-7's sold last at \$2.60. Up to \$2.85 is now asked; 7-9's last moved at \$3.25 and this figure asked; 9-12's, \$4.25@4.35 asked.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Jan. 21, 1928, 5,722,000 lbs.; previous week, 6,912,000 lbs.; same week, 1927, 4,569,000 lbs.; from Jan. 1 to Jan. 21, 17,728,000 lbs.; same period, 1927, 15,408,000 lbs.

Shipments of hides from Chicago for the week ending Jan. 21, 1928, 5,689,000 lbs.; previous week, 5,704,000 lbs.; same week, 1927, 5,490,000 lbs.; from Jan. 1 to Jan. 21, 16,172,000 lbs.; same period, 1927, 16,859,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Jan. 27, 1928, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ending Jan. 27, '28.	Previous week.	Cor. week. 1927.
Spr. nat. str. 27½@28n		@28n	@16n
Hvy. nat. str. @26½n		@26½	@15½
Hvy. Tex. str.	@26n	@26ax	@15
Hvy. butt brnd'd. str. @26		@26n	@15
Hvy. Col. str. @25½		@25½n	@14½
Ex-light Tex. str.	@24	@24n	@13½
Brnd'd. cows. @24		@24n	@13½
Hvy. nat. cows	@25n	@25	@14
Light nat. cows	@25½n	@25½n	@14½
Nat. bulls ...	@20½	@20½	@10
Nat. brnd'd. bulls. 19½@20	19½@20	19½@20	8½@9½
Calfskins ... 33	@35n	33	18½@19½
Kips, nat. ... 30	@30	18N	@17½
Kips, ov-wt. ... 29	@29	16½@17	
Kips, brnd'd. @27		@27	@14
Slunks, reg. ... 1.65@1.75	1.65@1.75	1.65@1.75	@1.25n
Slunks, hrs. ... 1.00@1.10ax	1.00@1.10ax	1.00@1.10ax	@75
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

Nat. all-wts. ...	@25n	25	@25½n	@13½
Branded	@24n		@24½n	@13
Nat. bulls....	@20		@20	@10
Nat. brnd'd. bulls. @19		19	@19	@8
Calfskins ... 30	@31	30	@31n	@17½
Kips @28n	27½@28n	28n	16½@17	
Slunks, reg. 1.40@1.75ax1.40@1.75ax 90		90	@1.00n	
Slunks, hrs. @90ax		90	@60n	

COUNTRY HIDES.

Hvy. steers...	@21½ax	@22ax	11½@12ax
Hvy. cows ... 20	@20½ax	20	@21ax
Buffs ... 21½@22	22	@22½	12@12½
Extremes ... 23½@24	24	@24½	14@15
Bulls ... @17ax	17	@17½ax	8@8½
Calfskins ... 25	@25½	25	@26
Kips ... 24½@25½	24	@25	13½@14
Light calf ... 1.50@1.75	1.50@1.75	1.50@1.75	@10n
Deacons ... 1.35@1.60	1.35@1.60	1.35@1.60	@1.10n
Slunks, reg. ... 75	@1.00	75	@1.00
Slunks, hrs. ... 25	@30n	25	15@25
Horsehides ... 7.50@8.75	8.25@9.25ax4.50@5.50	8.75	
Hogskins ... @80	@80	35	@40

SHEEPSKINS.

Pkr. lambs... 2.75@3.33	2.50@3.10	1.75@2.20
Small packer		
lambs ... 2.50@3.00	2.25@3.00	
pkr. shearlgs. 1.20@1.25	1.20@1.25	1.05@1.20
Dry pelts ... 25 @28	25 @28	@23

Ice and Refrigeration

ICE NOTES.

The cold storage plant of the King Beverage & Cold Storage Corporation, Yucaipa, Calif., was destroyed by fire recently with a loss of about \$200,000.

The Crystal Ice & Cold Storage Co., has purchased the plant of the Belle Vernon Ice Co., Belle Vernon, Pa.

August Rinella has leased the cold storage plant of the Galesburg Produce Co., Galesburg, Ill., from John Cheneler.

New equipment has been installed in the plant of the Emporia Ice & Cold Storage Co., Emporia, Kan.

H. T. Fendley and Roy Littell are planning the erection of an ice making and cold storage warehouse in LaGrange, Ky.

A contract has been let by the Gibsland Ice & Cold Storage Co., Gibsland, La., for the erection of an ice plant with a daily capacity of 12 tons.

Additional refrigerating equipment has been installed in the plant of the New England Cold Storage Co., Portland, Me.

A new cold storage warehouse, 40 by 80 feet in size, will be built by the North Shore Ice Co., Lynn, Mass.

Plans are being made by the Kern County Ice Co., Bakersfield, Calif., for the erection of an ice and cold storage plant to cost in the neighborhood of \$75,000.

The Arkansas Cold Storage Co., Little Rock, Ark., will add 150,000 cubic feet to the storage capacity of its plant.

A new cold storage warehouse will be built in Hollister, Calif., by the National Ice & Cold Storage Co.

An addition, to cost about \$500,000, will be built to the plant of the Victoria Cold Storage & Warehouse Co., Victoria, B. C., Canada.

Hal C. Bater has completed the construction of a cold storage warehouse in Gainesville, Fla.

A new cold storage department, engine room and office will be added to the plant of the Independent Ice Co., Palestine, Tex.

Plans have been completed for an addition to the plant of the Memphis Cold Storage Co., Memphis, Tenn. The improvement will cost about \$50,000.

The Guaranty Cold Storage Co., Alexandria, Va., has been incorporated with a capital stock of \$50,000. The incorporators are W. B. Parker, Max Fischer and Wm. Everatt.

A contract has been awarded for the construction of an addition to the plant of the Richmond Cold Storage Co., Richmond, Va.

The new cold storage warehouse of the Davis Fruit Co., Wenatchee, Wash., has been placed in operation.

The Crystal Ice & Cold Storage Co., Portland, Ore., has filed plans for the erection of a new building to cost \$35,000.

A new building will be built at Water and Spruce Sts. by the Quaker City Cold Storage Co., Philadelphia, Pa.

A refrigerating and cold storage plant in a proposed market building to

cost \$750,000 is being planned by the North Avenue Market Co., Baltimore, Md.

Ground has been broken for the erection of a new cold storage warehouse in Brookfield, Mo. The cost will be about \$85,000.

About \$75,000 will be spent by the Riley Milk, Ice & Cold Storage Co., Woodbury, N. J., to enlarge its plant. When the new work is completed the plant will be one of the most modern in New Jersey, it is said.

REGULATING REFRIGERATION.

(Continued from page 19.)

This is where the automatic engineer gets on the job. Automatic regulators that are adaptable to any cooling work can now be had. They can be used to retard or advance the supply at changes so slight it would be impossible to compete with them by manual control.

The small electric refrigerating plant has proved out the efficiency of automatic control beyond any doubt. It would be impossible, in many cases, for small retail meat markets to operate a refrigerating plant if it were not for the fact that these systems are equipped with an automatic engineer.

Savings Made by Automatic Control.

The automatic regulating devices are substantial and can be depended upon. Accordingly, the small machine owner obtains his cooling on an efficiency basis exceeding by far that obtained by the users of large equipment who are still in the woods trying to do the almost impossible by hand regulation.

In actual test of automatic as compared with manual control a 35 per cent less power cost, with equally the same saving on water, has been realized. It appears therefore that not only the small plants, but the larger ones also, that are still manually operating expansion valves should investigate automatic control.

Automatic control is very simple in operation. It will keep the entire cooling surface at work at all times, preventing excess underfeeding. One particularly efficient type of control operates under the influence of the gas temperature returning to the compressor.

It has been a well-established fact that if the suction gas can be held at the proper temperature, returning to the compressor in relation to its cooling, high efficiency can be expected.

The practice today is to place a thermometer in the suction line near the outlet of the cooling surface, and to adjust the expansion valve in relation to the thermometer reading. This is manual control, and responsive only

to hand adjustment. The regulator operates automatically on the same principle of the adjustment to the thermometer in the suction line.

Editors Note—Other articles by this author on the subject of the automatic regulation of refrigeration and its advantages will appear in THE NATIONAL PROVISIONER in early issues.

TWO NEW PLANTS FOR FLORIDA.

Plans for the construction of a large cold storage plant in Sanford, Fla., and another in Orlando, Fla., were announced recently following the organization of the Florida Cold Storage Co., which will be capitalized at \$1,250,000. Each of the plants will cost approximately \$400,000.

These cold storage plants will be of the most modern type and will be capable of handling 700 cars of products. They will be concrete, brick, steel and cork construction and will be electrically operated. Some of the foremost experts in the United States on cold storage plant construction have been consulted.

When completed these two plants will be the finest and largest in the state, it is claimed. At present Florida boasts only two or three plants of any size, the largest being in Jacksonville. A feature of the local plants is that they will be equipped so as to control not only the temperature but also the humidity of the storage rooms.

MEAT PACKER AND PRODUCER.

(Continued from page 18.)

product, it is my opinion that we can achieve the highest results only when we, like Ford, reduce our costs of production to such an extent that meat will be still cheaper in comparison with other foods than it is today, although it is today—considering its palatability, its high food value, and its wholesomeness—one of our cheapest foods.

An important waste in this industry is the loss resulting from the mishandling of livestock on the way from the farms to the packing plants. Losses amounting to thousands of dollars are incurred yearly from bruises and other injuries to livestock which occur in transportation. Some of these occur on the farm and some further along the line. I believe each branch of the industry should do its utmost to eliminate losses of this sort.

Need a Better Type of Hog.

A problem of vital interest relates to the production of the type of animal that is best suited to the demand of consumers. It obviously is wasteful to produce an animal which does

January 28, 1928.

THE NATIONAL PROVISIONER

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not meet fully the market demand. Let us examine the status of the contemporary American hog and the lard he produces.

The development of the hydrogenation process has permitted the production in enormous quantities of vegetable substitutes for animal fats, chiefly lard. These vegetable fats—such as cottonseed oil, cocoanut oil, palm oil, olive oil, soy bean oil, etc.—are produced cheaply, and some are shipped in increasing volume in world commerce.

As a consequence of the development of these cheaper substitutes, lard and fat accumulate faster than they sell. The price of lard is always affected by the supply of the vegetable substitutes. For protracted periods last year, for example, loose lard sold under the price of live hogs.

Along with the effect of the substitutes, consider the unwillingness of the public to eat fat attached to lean meat. The packing industry is each year removing more and more fat from the pork cuts it offers the public, putting this fat into the lard tank. Yet women, children, and even men fastidiously remove every remaining vestige of fat from a piece of boiled or broiled ham, or from a pork chop.

Marketing of Fats a Problem.

The increase in sedentary work and the diminution of hard labor may have something to do with this aversion to fat, or it may be due to the universal yearning for a more supple contour. At any rate lean meat is the style, and in my opinion this is due for no early change.

As a consequence it behooves the livestock and meat industry to conform

to these mandates, just as it behooves the clothing manufacturers and the shoe manufacturers to heed changes in styles of dress and footwear.

Unquestionably the current marketing of lard and fats constitute a problem for the packing industry. Because of this situation, the lean meats must bring higher prices. If the lean meats could be produced without the present undue accompaniment of fat, they could be sold more cheaply and would be consumed more liberally since there are few substitutes in the eyes of the consumer for good, lean meat.

Lean finished hogs could be marketed at lighter weights, that is at earlier age. A ham weighing fourteen to sixteen pounds could be readily used in the manufacture of boiled hams since it would carry as large a nugget of meat as many a ham today weighing eighteen to twenty pounds. And with less lard produced, it in turn would command better prices.

Producers and Vendors of Lean Meat.

Furthermore, raw protein tissue has an average water content of seventy-five per cent, whereas the average water content of fat tissue is about twenty per cent. It is apparent, therefore, that much less food energy should be required in the production of proteins than of fats and that with the right feeds and breeds the cost of production should be lower.

Why, therefore, should we not concentrate more upon our proper sphere, that of producers and vendors of lean protein tissue? To do this hogs should be developed of a type that make more lean meat.

In discussing type, I do not refer, of course, to any particular breed or to

a bacon type or to a lard type. What I have in mind is a meat type hog; that it, a hog which will yield a maximum of lean meat. I feel, however, that some additional investigational work will have to be done before it will be possible to fix this type.

Should Depend Less on Corn.

You producers feel, probably with mixed emotions, that I am impugning the time-honored reputation of Old King Corn. How far this applies to corn as a food for hogs still remains to be definitely determined.

But of one thing I feel quite positive—the surplus and scarcity problem in hog production which has occurred rhythmically during the last fifty years, and caused distress to packer and producer alike, could be largely avoided if producers could pursue their hog raising activities with less dependence upon the corn crop, and thereby accomplish more uniform hog production.

This would do for the hog raiser and packer what the federal reserve system has done for the banker.

Today in the United States the corn crop absolutely dominates the hog industry. It is a very nervous crop, full of scares because of the exacting conditions and long period of time required for its maturity. At any time during its growth the crop can be heavily injured by rains and other weather conditions, even in the last week before ripening.

The dependence of hog raisers solely upon corn as a feed for their animals keeps them in constant state of agitation and doubt. They expand hog production when they have corn and curtail it when it is scarce and high, re-



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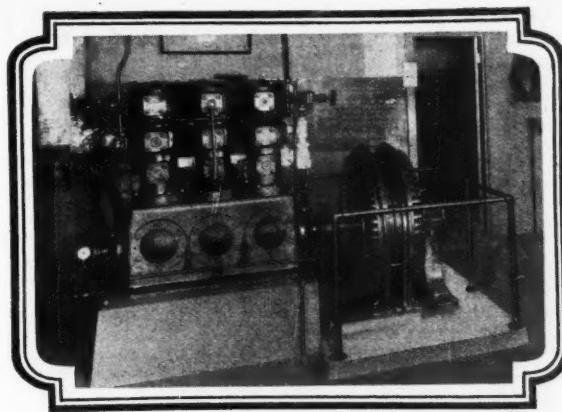
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gardless of the economic demand for pork products.

Should Be Based on Meat Demand.

This dependence on a fickle crop should be reduced by admitting the use of substitute feeds like barley, oats, alfalfa, and other legumes. This would result in a greater stabilization of the hog supply, attuned to the demand for meat rather than to the supply of corn. A stabilized condition of supply would bring about more orderly marketing, and better conditions for producers and packers, by lessening the necessity for speculation and the losses incurred thereby.

The conditions wrought by the uncertainty of the corn crop were no better illustrated than last year when the entire country was kept in an uproar by its capricious antics.

As to just what the "meat type" hog, best suited to the changed conditions of American demand will be, is still for the scientists to determine.

Such a development theoretically could be accomplished in two ways. One, by increasing the feeding of other crops supplementing corn; the other, by developing a hog type that will produce more lean meat on a corn diet.

Developing a Hog Type.

It is of the greatest interest here to note that a study of hog types is being made at Purdue University, on funds supplied by the Institute of American Meat Packers. It indicates that there is a very definite relationship between type and percentage of fat produced, irrespective of diet, and that the fundamental governing law probably relates to breeding more than to feeding. These preliminary results, which I have interpreted rather broadly, will be checked carefully by the university before any public announcement is made.

If it proves true that by selective breeding we can develop a hog type that will produce a maximum of lean meat on a corn diet, the suggestions which I have made concerning food diversification apply mainly in the important field of hog crop stabilization. If, however, it finally becomes apparent that feeding rather than breeding is the dominant factor, I believe it doubly important to the future stability and prosperity of the livestock and meat industry to realize that good hogs can be raised with other grain crops supplementing corn.

Advantages of Dual System of Marketing.

Another subject that is of especial interest to producers and packers is the discussion going on at present concerning the dual system of marketing which is available to many hog producers throughout the Middle West.

It has been charged that the growth of direct buying imperils the existence of the central markets, implying that the central market system of marketing livestock is the only way to arrive at a fair price.

Another charge that is heard frequently is that direct buying at present withdraws approximately a third of the hogs from the central markets and that prices are established at public markets that have lost a third of their buying strength, the theory being apparently that a decrease in the supply at the central markets in some strange way reduces buying competition there.

Direct marketing is not something new, as some would have us think. It has existed along with the central market system for fifty years and offers the farmer the choice of selling his hogs at home or at the central markets.

Why Packers Buy Direct.

There are two main reasons why packers buy direct. The first is that some plants are so located that they have to buy direct in order to obtain their hogs. Other companies buy direct because they feel it is necessary to do so in order to obtain an adequate supply of hogs.

The fact that approximately one-third of the hogs are now sold direct would indicate that, in the opinions of a substantial percentage of producers, direct marketing is sound. Packers buy direct because producers choose to sell direct.

It is unfair to point out, as some opponents of direct marketing do, that a third of the buying competition has left the central markets as a result of the direct buying activities of packers, and at the same time not to mention that the supply in these markets has been similarly decreased.

The total supply of hogs and the total demand for hogs—and not the place or method of purchase—determine prices. In the long run, the demand for hogs is dependent upon the consumer demand for pork.

Hog Buying Varies.

Although the percentage of hogs marketed direct has increased since the heavy runs of 1923 and 1924, the actual number marketed direct has not increased in proportion. An analysis of statistics showing numbers of hogs marketed direct, as compared to those marketed through central markets over a period of years, indicates that the percentage of hogs purchased direct increases in proportion to a decrease in total supplies.

This is obviously the result of extended efforts on the part of buyers to obtain the volume necessary for the most economical operation of their business, and when hogs are scarce to enable them to meet the demand of their business.

Moreover, the increased population on the Western coast has created a brisk demand for supplies of hogs in the Western part of the Corn Belt. In recent years this demand has taken hogs that previously passed through central markets for Eastern consumption.

Plants Must Be Kept in Operation.

It obviously is uneconomical to run a plant at half capacity when operating at full capacity cuts slaughtering costs in half. Packers who have big, expensive plants at such points as Kansas City and St. Louis must operate them as near capacity as possible, even though hog production around these points has declined.

Consequently they turn to direct buying in the country around them, as it is too expensive because of the freight and market charges, and loss from bruising, to buy hogs at other markets where they are more plentiful and ship them to the points that are short.

As for the charge that the central markets are at stake, I believe it is obvious that the many packers who have enormous sums of money invested

at the central markets are as interested as livestock producers, commission men, or stock yards companies in maintaining the markets at which they are established at such cost and where their personnel, trained to a high degree over a period of many years, resides.

Moreover, the great bulk of the buying—65 to 70%—is still done through the central markets.

Packer Must Buy on Grade.

The charge also has been made that in direct buying the better grades of hogs are selected and the poorer grades left to be sent to the central market, there to help establish the price on which prices paid on direct purchases are based.

This culling out of the poorer grades is not done extensively, or in my opinion on a sufficient scale to affect prices in any way. Moreover, prices on the central markets are quoted by grades, and packers who buy hogs direct must meet the competitive price established at the markets for hogs of similar grades, and hence must meet competition just as truly as if they were buying on the open market.

There is a separate and distinct demand for each grade and weight of hogs. Each grade sells at a price determined by the special supply and demand conditions that affect that particular grade, and the prices of these different grades are widely published in newspapers, in government reports, by radio, and in other ways.

It seems clear, therefore, that the price differentials between grades are not affected, and that the general average level of hog prices is not depressed by any minor conditions that may occur in the comparative percentages of different grades of hogs sold in the country, as compared with the central markets.

Serves to Reduce Market Gluts.

Direct marketing certainly serves to reduce the gluts that are apt to come in the public markets, and which would probably be much more pronounced than they are these days with the dual system of marketing open to the livestock producer as it exists today. And one or two gluts a season are a serious blow to a market, and carry over for a long time.

In other words, if direct marketing were abrogated, we would probably have a great deal more glutting in the markets than exists today, and which would probably cause a downward tendency in the live stock markets.

Unquestionably, hogs are held back from the markets by the existence of the country packinghouse. The farmer gets his livestock market reports over the radio today in the country before we get them. When the market advances, he can crank up his Ford if he wants to, haul seven or eight hogs to the market over the concrete highway, and take advantage of the increased price levels.

Producers Net 15 to 30 cents More.

It is my opinion that producers net from 15 to 30 cents per hundredweight more in marketing their hogs directly than they do through the public yards.

That saving is due to two things. In the first place, the freight and marketing expense and the bruising ordinarily incurred in the public yards are saved.

As one gets away farther from the

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public markets, that saving becomes considerably greater and runs up, perhaps to 30 cents a hundred. This is because of the saving in excess freight rates to central markets and the saving in return haul of meats, due to the cheaper investment possible in country packinghouses on account of the lower-priced land and building costs, and on account of the lower cost in the operation of the packinghouses, not to speak of the fact that each country packinghouse distributes as much meat locally as it can before seeking the outside markets.

And it is on account of these savings that the farmer, through the natural action of the law of supply and demand, is able to obtain more of the real value of his animal.

Limiting Packer Would Limit Producer.

It also should be borne in mind that if any limitation were to be placed upon the packer as to where he should buy his raw materials—a novel limitation not placed upon any other industry in this country, so far as I have been able to learn—the producer of live stock, by the same argument, would be limited as to where he could sell his product.

Under the present system he can exercise his inherent right to sell his property where he chooses and how he chooses, without restriction of any sort. If he wishes to ship to the central markets, he can do so; if he wishes to sell direct, he is at liberty to do that.

The growth of direct buying has been an economic development. It has come along with the growth of good roads and increased numbers of trucks, and cannot be regarded in any other light than as a natural development.

Honesty and good nature both should be maintained in a discussion of any questions relating to direct buying. It is unfortunate that in some of the discussions which have come up facts have been obscured by feeling, and arguments have become unfair.

For example, declines in the prices

of hogs have been erroneously attributed to direct buying.

Facts vs. Unfair Argument.

It is our feeling that the whole matter should be considered on the basis of facts, and that the real problem is one of the best service to the producer and to the consumer.

Moreover, there are other subjects which, in my estimation, are much more vital to both producer and consumer. I think most of us will agree, for example, that the disorderly marketing which causes wide fluctuations in prices probably needs more attention than the method of marketing.

The gist of my contention, gentlemen, is that this is an economic development which is inevitable, that it redounds to the benefit of the livestock industry, and that from your standpoint it is the proper competitive system under which to handle the marketing of live stock.

Laws can not change economic facts. Any law eliminating the right of a producer to ship his livestock where he wishes or prohibiting the packer from receiving it would be unsound as well as unconstitutional.

Low Level of Hog Prices.

And now it has occurred to me that you will be interested to know the views of the packing industry on the relatively low level which hog prices have reached during recent months.

To begin with, the last year was an extremely difficult year in the packing industry. In the case of many companies, it could not be called even a moderately successful year.

Pork products began to decline early in the winter, and there was scarcely a month during the whole year that inventories at the close of a month were worth as much per pound as at the beginning. And the price declines were not the results of direct buying, as has been claimed.

Livestock production in Europe was at a peak and the demand from the countries there which normally are the chief foreign customers for American

pork products slackened materially. As a result, the volume of the export trade was the smallest in more than a decade and its value dropped off more than \$50,000,000 during the year.

This decline was equivalent to almost a dollar a head on every hog dressed under federal inspection, but undoubtedly the most important result was that millions of pounds of meat were thrown on an already sluggish domestic market.

This, together with an increase of 7 per cent in the number of hogs slaughtered under federal inspection during the year as compared with 1926, depressed severely the prices of pork products, and in that way influenced hog prices.

Figures showing the profits of all packers for the year 1927 are not yet available, but in 1926, which was a more profitable year, 580 meat packing concerns with total sales of three and three-quarters billion dollars made total profits of about \$59,000,000, or only about 1½ cents on a dollar of sales, according to figures just issued by the Packers and Stockyards Administration.

Must Maintain Market for Meat.

In concluding, I should like again to refer to the importance of co-operation on a matter that is of the greatest importance to all of us. Although we may differ on such matters as the benefits of direct marketing, there can be but one opinion on the necessity of maintaining the present market for meat, which is our common product. Any differences we may have over other matters are relatively unimportant when compared with the injury that we all would suffer from any further restriction of the use of meat.

I therefore feel that we should make every effort, not only to maintain the present market for meat, but to expand it and perpetuate it so that the livestock and meat industry of this country may improve its position and flourish in a way that will yield a fair profit to all who are connected with it.

Chicago Section

Wm. A. Adler, president of the Adler Provision Co., Milwaukee, Wis., was in Chicago this week.

Sam Stretch, veteran spice expert of New York, was in Chicago this week calling on the trade.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., was a Chicago visitor this week.

John G. Brueckmann, of the Brueckmann Cooperage Co., St. Louis, Mo., transacted business in Chicago this week.

Jay E. Decker, president, Jacob E. Decker & Sons Co., Mason City, Ia., was in the city this week attending to business matters.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 28,898 cattle, 11,739 calves, 130,635 hogs and 40,920 sheep.

R. S. Solinsky, district sales manager of the Continental Can Co., Chicago, Ill., returned to his desk a few days ago after spending about a week in Boston, Mass., and other cities in the East.

George Marples, in charge of the foreign department of the Cudahy Packing Co., will leave soon on a Southern trip. He will be away from the office for several weeks during which time he will visit Havana and Jamaica.

Provision shipments from Chicago for the week ending Jan. 21, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week,
Cured meats, lbs.	16,264,000	16,396,000	15,470,000
Fresh meats, lbs.	43,187,000	39,430,000	41,619,000
Lard, lbs.	7,722,000	8,564,000	8,196,000

David Pfaelzer and Archie Cooperstein, the latter produce manager for Wilson & Company, were held up the other night while driving home in Pfaelzer's car, and robbed of their cash and valuables. The gunmen rode off in the car after shooting Cooperstein through the arm.

Dr. Frank Surface, assistant chief of the Bureau of Foreign and Domestic Commerce, Washington, D. C., and head of the domestic commerce activities of the Department of Commerce, was in Chicago this week. Distribution costs is one of the matters in which Dr. Surface is specializing.

John G. Allbright, of the Allbright-Nell Company, who has been spending several months in a business and pleasure trip abroad, writes from Naples under date of January 6 that: "We went up Mount Vesuvius yesterday and looked inside. Then we walked all around the streets of Pompeii. It is very interesting to see how the people lived 2,000 years ago. No hog dehairers or Laabs cookers in those days!"

PACKERS' YARDS HOLDINGS.

Stockyards holdings of Armour and Company in six of the principal yards of the country have been placed in an investment trust, to make available to the company the money heretofore tied up in stock yards securities.

In an explanation of the change in the financing of these securities President F. Edson White of Armour and Company said:

"Armour and Company has put its stock yards holdings into an investment trust organized by a large bond house, and new securities which are shortly to be issued will permit ownership to rest largely with the investing public, thus making available in our business the sums of money which we have hitherto had tied up in stockyard securities."

"We regard the stock yards as very important to the packing industry, and we shall retain a substantial stock interest in the investment trust. We expect to continue to assist in their management and to support them in every way possible. The interests which we have turned over to the investment trust include stocks in companies operating yards at Fort Worth, Tex., Sioux City, Iowa, St. Paul, Minn., East St. Louis, Ill., Louisville, Ky., and Toronto, Canada."

LIVESTOCK PROGRESS PICTURED.

The 1928 stock show edition of the Denver Daily Record Stockman reflects a Western livestock industry which has reached a high standard of excellence in the past 20 years. It breathes the spirit of the Western cattle country and market in both text and advertising. It is one feature of the National Western Stock Show, and is a vital part of it.

This show was held at the Denver stock yards January 14 to 21. It is the twenty-second year and marks a far step from the few cattle that were exhibited in a tent in 1906 to the thousands of carefully housed breeding animals and the pens upon pens of feeders that feature the 1928 show.

The progress made in the cattle, sheep and hog industry in this territory is reflected in the progress of the Denver market, which had a record year in 1927.

Receipts of cattle totalled 637,249 head compared with 529,051 during 1926, an increase of 20.5 per cent. Sheep receipts were 1,916,114, an increase of 90,000 head over 1926. Hog receipts for the year were smaller, amounting to 452,300 head, a decrease

of about 45,000 compared with those of 1926. Slaughter facilities at the Denver market could handle 1,000,000 hogs a year.

Total carloads of livestock received during the year increased from 29,157 cars in 1926 to 31,544 cars in 1927, a gain of 8.2 per cent.

One feature of marketing at the Denver yards during the year was the increase in receipts by truck, which were larger than ever before in the history of the market. It is not uncommon, the market review says, to see a line of auto trucks two or three blocks long lined up along a packing plant waiting for the morning market

MEAT CANNERS IN MEETING.

L. M. Tolman, of Wilson and Co., Chicago, was elected chairman of the meat canner members of the National Canners' Association at a meeting held in the Stevens hotel, Chicago, on Wednesday, January 25. Dr. C. Robert Moulton, director of the Department of Nutrition, Institute of American Meat Packers, was elected secretary.

A resolution was adopted petitioning the directors of the National Canners' Association for recognition as a meat section of the association.

The program of the meeting consisted of talks by Dr. C. Robert Moulton on the "Purposes of the Meat Canners Section of the National Canners Association," by Dr. C. G. Woodbury on "Membership Service of the National Canners' Association," by Dr. W. D. Bigelow on "Heat Penetration Studies and Their Application to Canned Meats," and by Dr. K. F. Meyer of the University of California on "Botulism and Its Relation to the Meat Canning Industry."

The meeting was attended by about sixty people, including representatives of fifteen packing companies, officials of the National Canners' Association and government officials.

NATIONAL CANNERS ELECT.

The following officers were elected by the National Canners Association at its twenty-first annual convention in Chicago, on Monday, January 23, to serve during 1928: President, B. C. Nott, Grand Rapids, Mich.; first vice president, H. E. McConaughay, San Francisco, Calif.; second vice president, Leonard E. Wood, San Francisco; secretary-treasurer, Frank E. Gorrell, Washington, D. C.

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Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, January 26, 1928.

Regular Hams.		S. P.	LARD	Open.	High.	Low.	Close.
Green.							
8-10	17 1/4	17 1/4					
10-12	16 1/2	16 1/2					
12-14	16	16 1/2					
14-16	15 1/2	16 1/4					
16-18	14 1/2	16					
18-20	14 1/2	16					
20-22	15%	15%					
10-16 Range	15%	15%					
16-22 Range	14 1/2	14 1/2					

S. P. Boiling Hams.

H. Run.	Select.	Jan.	May	July	Open.	High.	Low.	Close.
16-18	16	16 1/2						
18-20	16	16 1/2						
20-22	15	15 1/2						

Skinned Hams.

Green.	S. P.	LARD	Open.	High.	Low.	Close.
10-14	17 1/4	17	Jan.	11.92 1/2	11.92 1/2	11.92 1/2
14-16	17 1/4	17	Mar.	12.12 1/2	12.12 1/2	12.07 1/2
16-18	16%	16	May	12.30	12.23 1/2	12.22 1/2
18-20	16					
20-22	14 1/2					
22-24	13 1/2					
24-26	12 1/2					
25-30	12					
30-35	11 1/2					

Picnics.

Green.	S. P.	LARD	Open.	High.	Low.	Close.
4-6	10 1/2	10 1/2	Jan.	11.12 1/2	11.12 1/2	11.12 1/2
6-8	9 1/2	10 1/2	May	11.47 1/2 ax		
8-10	9 1/2	10	July	11.70		
10-12	9 1/2					
12-14	9 1/2					

Bellies.*

Green.	S. P.	LARD	Open.	High.	Low.	Close.
6-8	17%	17	Jan.	11.92 1/2	11.92 1/2	11.92 1/2
8-10	17 1/2	17 1/2	Mar.	12.05	12.05	12.05 ax
10-12	16%	16	May	12.20-22 1/2	12.22 1/2	12.20-22 1/2 ax
12-14	16		July	12.42 1/2	12.42 1/2	12.42 1/2 ax
14-16	14 1/2					
16-18	13 1/2					
22-24	12 1/2					
24-26	12%					
25-30	12					
30-35	11 1/2					

*Square Cut and Seedless.

D. S. Bellies*

Clear.	Rib.	LARD	Open.	High.	Low.	Close.
14-16	13 1/2	13	Jan.	11.15	11.15	11.15
16-18	13		May	11.70	11.65	11.65 ax
18-20	12 1/2	12 1/2	July	11.80		
20-25	12 1/2	12 1/2				
25-30	12 1/2	12 1/2				
30-35	12 1/2	12 1/2				
35-40	12					
40-50	11					

*Fully Cured.

D. S. Fat Backs.

9 1/2	10	11	11 1/2	12	12 1/2	12 1/2
Jan.	11.90	11.90	11.85	11.85	11.85 ax	
Mar.	12.00	12.00	12.00	12.00	12.00	12.05 ax
May	12.20	12.20	12.20	12.20	12.20	12.22 1/2 b
July	12.40	12.40	12.40	12.40	12.40	12.45 ax

CLEAR BELLIES—

9 1/2	10	11	11 1/2	12	12 1/2	12 1/2
Jan.	11.85	11.85	11.85	11.85	11.85	12.62 1/2
Mar.	12.05	12.05	12.05	12.05	12.05	12.65
May	12.20	12.20	12.20	12.20	12.20	12.65 ax
July	12.40	12.40	12.40	12.40	12.40	13.05 ax

SHORT RIBS—

11.50	11.25	11.00	10.75	10.50	10.25	10.00
Jan.	11.50	11.50	11.50	11.50	11.50	11.50
Mar.	11.25	11.25	11.25	11.25	11.25	11.25
May	11.00	11.00	11.00	11.00	11.00	11.00
July	10.75	10.75	10.75	10.75	10.75	10.75

D. S. Rough Ribs.

11.50	11.25	11.00	10.75	10.50	10.25	10.00
Jan.	11.50	11.50	11.50	11.50	11.50	11.50
Mar.	11.25	11.25	11.25	11.25	11.25	11.25
May	11.00	11.00	11.00	11.00	11.00	11.00
July	10.75	10.75	10.75	10.75	10.75	10.75

OTHER D. S. MEATS.

Extra Short Clears.	11 1/2	11	10 1/2	10	9 1/2	9
Jan.	11 1/2	11	10 1/2	10	9 1/2	9
Mar.	11 1/2	11	10 1/2	10	9 1/2	9
May	11 1/2	11	10 1/2	10	9 1/2	9
July	11 1/2	11	10 1/2	10	9 1/2	9

LARD.

11.82 1/2	11.75	11.70	11.65	11.60	11.55	11.50
Jan.	11.82 1/2	11.75	11.70	11.65	11.60	11.55
Mar.	11.75	11.70	11.65	11.60	11.55	11.50
May	11.70	11.65	11.60	11.55	11.50	11.50
July	11.65	11.60	11.55	11.50	11.50	11.50

Prime steam, tierces.	11.82 1/2	11.75	11.70	11.65	11.60	11.55
Jan.	11.82 1/2	11.75	11.70	11.65	11.60	11.55
July	10.97 1/2					

PURE VINEGARS

A. P. CALLAHAN & COMPANY
2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JANUARY 21, 1928.

MONDAY, JANUARY 23, 1928.

TUESDAY, JANUARY 24, 1928.

WEDNESDAY, JANUARY 25, 1928.

THURSDAY, JANUARY 26, 1928.

FRIDAY, JANUARY 27, 1928.

SATURDAY, JANUARY 28, 1928.

SUNDAY, JANUARY 29, 1928.

MONDAY, JANUARY 30, 1928.

TUESDAY, JANUARY 31, 1928.

WEDNESDAY, FEBRUARY 1, 1928.

THURSDAY, FEBRUARY 2, 1928.

FRIDAY, FEBRUARY 3, 1928.

SATURDAY, FEBRUARY 4, 1928.

SUNDAY, FEBRUARY 5, 1928.

MONDAY, FEBRUARY 6, 1928.

TUESDAY, FEBRUARY 7, 1928.

WEDNESDAY, FEBRUARY 8, 1928.

THURSDAY, FEBRUARY 9, 1928.

FRIDAY, FEBRUARY 10, 1928.

SATURDAY, FEBRUARY 11, 1928.

SUNDAY, FEBRUARY 12, 1928.

MONDAY, FEBRUARY 13, 1928.

TUESDAY, FEBRUARY 14, 1928.

WEDNESDAY, FEBRUARY 15, 1928.

THURSDAY, FEBRUARY 16, 1928.

FRIDAY, FEBRUARY 17, 1928.

SATURDAY, FEBRUARY 18, 1928.

SUNDAY, FEBRUARY 19, 1928.

MONDAY, FEBRUARY 20, 1928.

TUESDAY, FEBRUARY 21, 1928.

WEDNESDAY, FEBRUARY 22, 1928.

THURSDAY, FEBRUARY 23, 1928.

FRIDAY, FEBRUARY 24, 1928.

SATURDAY, FEBRUARY 25, 1928.

SUNDAY, FEBRUARY 26, 1928.

MONDAY, FEBRUARY 27, 1928.

TUESDAY, FEBRUARY 28, 1928.

WEDNESDAY, FEBRUARY 29, 1928.

THURSDAY, FEBRU

Retail Section

Selling Meats on Basis of Quality

Unless Consumers Get What They Want and Are Willing to Pay for, Consumption Will Continue to Lag

Many people who might be satisfied with inferior quality in other products desire good quality in foods and are willing to pay for it.

Most retailers are honest in their dealings with the public, but there are those who are not above trying to do business on a price basis at the expense of quality, and who do not hesitate to misrepresent to consumers the grades of meat they carry.

Such practices might be overlooked if these retailers injured no one but themselves. But unfortunately, when a poor quality of meat is sold for a good grade, an injustice is worked on the purchaser and on the meat trade in general down to the producer.

Naturally when a housewife pays for good and gets poor meat she is dissatisfied. After several experiences of this kind she either concludes that meat to her liking cannot be secured and gives up trying to get it, or she continues to buy the best she can get and reduces her purchases.

In this article W. C. Davis discusses why meat should be sold on the basis of quality and the harm that results when any other basis of merchandising is used. Mr. Davis is the specialist in retail meat merchandising of the U. S. Department of Agriculture, and there is much food for thought in his remarks.

Uniform Meat Standards

By W. C. Davis.

To any one familiar with conditions affecting the livestock and meat industries the question, "Should meats be sold on quality basis," must necessarily appear far-fetched. There is no basis for argument and there can be but one answer—and that affirmatively.

Despite ever-recurring facts as to the value derived from standardizing products on a basis of quality, there are those who occasionally protest the adoption of definite standards by which a given product can be bought and sold on an economic and satisfactory basis.

An unbiased study of the retail meat industry during the past three years, and a careful conscientious analysis of

all the factors involved shows conclusively that the greatest handicap to economic production and distribution is directly attributable, in a large measure, to lack of uniform standards in the sale of meats.

Price appeal without regard to quality and results which must inevitably follow have been over done to the end that producers of better grade animals have and are suffering financial losses, while consumption lags because poor quality meats are sold under the guise of "the best the market affords."

Some remonstrate that consumers should know quality in meats and make selections according to their needs. Admitting the logic of all such reasoning, the fact remains that most consumers know little or nothing about quality in meats.

Price Appeal Misleads Many

Too many have been influenced through "price appeal" and thereby have been misled. Dissatisfaction with purchases follows as a natural sequence and future purchases are made with ever increasing hesitancy and misgivings as to the probable outcome.

In a word this attitude which is all

Satisfying Customers

Do customers know enough about meat?

A housewife practically quit buying beef because she could not get the quality she desired.

She knew nothing about meat cuts and meat quality, and in her buying followed the advice given to her by her butcher.

He told her to buy beef with yellow fat or with no fat at all.

No doubt he had a reason for thus advising her, but one thing is certain—he lost a good customer and sacrificed future profits for a small immediate gain.

Further, he did an injustice to the meat trade in general.

Customers will be better satisfied, in most cases, when they learn meat cuts and quality, and know how to choose a good piece of meat when they see it.

In the meantime the retail meat dealer will serve his interests best by seeing to it that his customers get that grade and quality of meats that will bring them back for more.

too prevalent on the part of consumers has been brought about through misrepresentation. It resulted because there has been no uniform standard of quality in the sale of meats. As a consequence, a relatively few dealers have practiced misrepresentation over a period of years at the expense of the stability of livestock producing interests and in addition thereto have placed in jeopardy the moral standing of the retail meat fraternity at large.

That such a condition from the standpoint of sound business is unhealthy cannot be questioned. Uniformity in the sale of meats on quality basis is the only sure remedy. By no other means can the unscrupulous in the industry be eliminated. By no other means can the honest retailer come into his own and by no other means can the livestock producer be assured of remunerative returns on his investment. Meats must be sold for what they are.

Some claim that consumers demand beef without fat. This is all too true, but who is to blame?

Why Misrepresent

During the course of a beef grade exhibit recently, I had occasion numerous times to explain differences in grades to groups of housewives and others. Following one such demonstration, a lady several years passed middle age asked the question: "Is it true that some fat is essential to palatability and tenderness?" Being assured that it was she immediately countered with the statement "my butcher says beef without fat is tenderest."

Many others have admitted "my butcher" says "beef with yellow fat is the best." Again I ask who is to blame? Mr. Retailer, won't you face the facts and help to restore confidence in retailers generally? On the other hand, scores of retailers who abhor misrepresentation are suffering because some fellow retailers persist in misleading consumers. Many agencies are now at work to tell consumers the truth about meats. Livestock producers need it, the retail meat fraternity at large needs it, and permanency and continuity of production depend upon a stable and constant outlet.

Consumption therefore needs to be encouraged. To this end consumers must be told the facts. As long as low quality cow beef is offered as prime native steer beef, just so long will beef consumption continue to lag. There is no alternative. The interests of all demand that meats be sold on basis of quality.

CHICAGO ASSOCIATION ELECTS.

At the annual meeting of the Chicago Central Meat Dealers' Association, on January 18, the following officers were elected:

President, George Steindl; first vice president, August Zimmermann, Jr.; second vice president, Harry Schloesser; third vice president, Frank Eckert; fourth vice president, Carl Wehrum; treasurer, Emil Bossert; secretary, Charles W. Kaiser; financial secretary, Michael C. Naumes; master at arms, Adolph Schwartz; inside guard, Walter P. Klein; outside guard, Fred C. Ryan; trustees, Louis Bohmann, John Grogan, Andrew Thiel; directors, J. T. Russell, William Hassel, B. Feilchenfeld, C. H. Morgan, George Pauli, Otto A. Kleinefeld, B. T. Dempsey, Edward P. Way, Frank Bohmann, Frank Folwill, August Zimmermann, Jr.

George Steindl, the new president, has been connected with the meat business 26 years. He has been in business for himself for 13 years. He has been a member of the board of trustees of the organization for several years and is one of the most popular men in the association.

NEWS OF THE RETAILERS.

Thomas Tate and Wayne Perrin have purchased the Lintner Market at Mooreland, Okla., from Earl Lintner.

Jim Odiorne is installing a new meat market in the Maricle store at Boise City, Okla.

The meat market of W. F. Smith at Ainsworth, Nebr., was destroyed by fire recently.

Carl Peters will open a new meat market at Edgerton, Wis.

F. M. & F. Company, Inc., 7551 W. 62nd St., Argo, Ill., have incorporated with a capital stock of \$10,000, to engage in the meat and grocery business. Incorporators: Ira Flatt, Jesse Flatt and Catherine Musik.

The meat market of H. C. Hansen, 560 Second Ave., Clinton, Ia., was recently damaged by fire.

Fred J. Plourde has purchased the Nodell Hanson meat market at 3044 Hennepin Ave., Minneapolis, Minn.

Dennis Lovell has bought the Badger Meat Market at 2333 E. Washington Ave., Madison, Wis.

Glandt Dahlke, Inc., meat and dairy products, Milwaukee, Wis., has been incorporated with a capital stock of \$10,000. Incorporators: Chris G. Glandt, Harvey M. Dahlke and Alma Dahlke.

Peter Mehas has purchased the meat and grocery business of Edward J. Krost at Stockton, Cal.

The Dudman Market Co., 402 W. Grand River Ave., Detroit, Mich., has been incorporated with a capital of \$30,000.

Joe Toner and A. E. Johnson have purchased the meat business of Herndon Bros., Freewater, Ore.

The High Street Market, Salem, Ore., has been damaged by fire.

The Pasco Market, Inc., Pasco, Wash., has been chartered with a capi-

tal of \$6,000, to engage in the meat and grocery business.

Rudolph Stukel and Matt Funtek have purchased the Chisholm Meat Co., at Chisholm, Minn. In the future the concern will be known as the Chisholm Cash Meat Market.

The Reissner Meat Market, Second St., Hastings, Minn., was damaged by fire recently to the extent of \$1,000.

The Aldergrove Trading Co. will open a butcher shop at Aldergrove, B. C., Canada.

A meat market has been added to the Beltrame Cash and Carry Grocery at 219 E. Main St., Visalia, Cal.

John Ward of Ward & Myers will establish a branch market on Fourth Ave. and Bridge St., Big Rapids, Mich.

Harris & Turner Meat Market, 120 West 7th St., Stillwater, Okla., has been purchased by Von Hagers and Wallace S. Dickey from Pete Harris and A. R. Turner.

E. M. Crozier has purchased the Sanitary Meat Market at Gentry, Ark., from Chas. Hernpont.

The Wright Meat Market, 117 West Jefferson St., Louisville, Ky., was damaged by fire recently to the extent of \$500.

Paul H. Hoffman will open a meat market at 2102 E. 31st St., Kansas City, Mo.

E. A. Goodrich has purchased the Frank Johnson meat market at Jefferson, Ia.

The meat market of John Herra, Naper, Nebr., was damaged by fire recently. The loss is estimated at \$6,000.

The meat market of John Claus, Sutton, Nebr., was damaged by fire recently.

J. E. Mitchell will engage in the meat business at Williams, Cal.

The meat market of Hames & Anderson, Woodworth, N. D., was damaged by fire recently.

J. A. Ketterman has purchased the meat market of M. J. Tawney, York St., Hanover, Pa.

The Consumers' Grocery and Meat

Market, 824 Market St., St. Louis, Mo., was damaged by fire recently to the extent of \$6,000.

Will Tippin has purchased the meat business of H. G. Ward and J. R. Bates, known as the Springdale Meat Market, at Springdale, Ark.

Edinger Bros. & Son, meat packers, have opened a new meat market in the Lott Grocery Store at Waverly, Ohio. F. Hovey and R. Brubacher have purchased the Smith Meat Market in Butterfield, Minn.

Stowell Minkler will open a new cash and carry meat market on S. Linwood St., Norwalk, Ohio.

W. E. Music and Guy Harvey will open a meat market in the Clyne Bldg., Montpelier, Ind.

The meat business of Hoegner & Cantieny was incorporated at Columbus, Ohio, with an authorized capital stock of \$75,000. This company will conduct a wholesale and retail meat business.

E. R. Harris and Lee Jones have purchased the market of L. F. LeFebre at Swink, Colo.

Clarence Hazelwood will conduct a meat market in the W. D. Lunsford store on North Fourth St., Danville, Ky.

M. Lorenz Behrhorst has purchased the Palace Meat Market, Lincoln, Kans., from Bert Kreps.

A. L. Pullins will open an up-to-date meat market at Council Grove, Kans.

Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

INDIVIDUAL SAUSAGE PIES.

It is strange, but nevertheless true, that some of the most wholesome and economical meat dishes are overlooked in the home.

No matter how good lamb chops, sirloin steak, veal cutlets and other of the more popular meats may be, the spice of variety is always appealing when different meat dishes are served that possess real quality.

Here is a simple recipe that possesses merit. It is tasty and wholesome, easily prepared and relatively inexpensive. Your customers will appreciate knowing about it:

Brown sausages well. Lay them on squares of baking powder biscuit dough and bake in a hot oven. Serve with hot apple sauce or spiced raisin sauce.

UP-TO-DATE MEAT MARKET.

A new ice machine and an up-to-date refrigerated counter have been added to the equipment of H. J. Rammer and Sons at Sheboygan, Wis. H. J. Rammer and Sons are at present constructing what is claimed to be the most modern meat market in the state of Wisconsin, which will cost approximately twenty thousand dollars.



WOMAN MEAT CARRIER.

Mrs. A. E. Tidd, the only woman meat carrier at the Smithfield Market, London, Eng., is here shown transacting her business. She took over her late husband's establishment to keep his men employed.

January 28, 1928.

New York Section

AMONG RETAIL MEAT DEALERS.

At the meeting of the Bronx Branch on Wednesday evening of last week several applications were received for membership and a new member was added to the roster. Mr. Wolk, of the State Association of Retail Meat Dealers, was a visitor and spoke on the new Food Distributors, Inc., as well as on compensation insurance. Letter of sympathy was ordered sent to the family of the late Moe Loeb. Reports of the various committees also were received.

The first annual banquet and stag of the Westchester Branch was held on Monday evening at Jean's Restaurant in Yonkers. N. J. Summerville was the toastmaster at a very elaborate dinner. About two hundred retailers and packers' representatives were present and a block, a scale and a barrel of sauerkraut, which had been donated by the manufacturers, were awarded to three lucky members of the branch.

There were short talks by Leo Spandau, president Bronx Branch, who spoke on the opportunities in Westchester; Louis Goldstein, of the Butchers Mutual Casualty Company, who spoke on compensation insurance, fire and plate glass funds. Louis Goldschmidt, representing Ye Olde New York Branch, who joined the organization in 1886, spoke on the wonderful work the organization had accomplished. Charles Schuck, representing the state association, spoke on what has been accomplished throughout the United States by the national organization, and the wonderful prospects for the men of Westchester County. Other speakers were George Griot, Westchester Branch; Frank Bitz, ex-president; M. Kaplan of Mount Vernon; T. Buckley, secretary of the branch, and P. Gerard, ex-president of the Bronx Branch. J. Greenfield was chairman and S. Dider, secretary of the committee in charge of the affair.

The Queensboro Branch held a very interesting meeting on Monday evening, when Messrs. Harrison and Sullivan of the South Brooklyn Branch spoke on cooperation and new competition. It was decided that the second meeting of the month shall be devoted to educational purposes and shall be held in different sections of the borough. The next meeting will be on February 13th, at which time election of officers will take place.

During the discussion on meat prices at the meeting of the Bronx Branch, New York State Association of Retail Meat Dealers, on Wednesday of last week, Louis Bauer gave it as his opinion that prices were high during the winter because of the snow on the mountains. He was asked if snow was not on the mountains all the year round!

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the

week ending January 21, 1928: Meat—Brooklyn, 512 lbs.; Manhattan, 593 lbs.; Queens, 47 lbs.; total, 1,152 lbs. Fish—Manhattan, 2 lbs. Poultry and game—Brooklyn, 3 lbs.; Manhattan, 332 lbs.; total, 334 lbs.

ANOTHER BIG CALFSKIN YEAR.

A meeting of the board of directors of the New York Butchers' Calfskin Association was held on Tuesday of this week, when the following officers were elected for 1928: President, Herman Schlosser; vice-president, George Kramer; treasurer, O. E. Jahrsdorfer; secretary, Fred Dietz.

The 40th annual meeting of the stockholders was held on Thursday evening of last week, and was presided over by president Herman Schlosser, who announced the association had passed through another very successful year, and that the board of directors had declared a dividend of \$1.50 per share on the capital stock, and an additional payment of 45 cents per piece would be made on all No. 1 and butter-milk skins delivered by its members during the year 1927, payable March 1, 1928. This will amount to some \$150,600.

An address by Secretary Fred Dietz reviewing the past year's operation, decried the fact that many No. 2 skins were forced upon drivers as No. 1, and in this way probably some \$30,000 was lost to the association, and would undoubtedly have made the additional payment 57 cents instead of 45.

Much of the success of the association, both as to finances and the great measure of good will and cooperation in the trade, can be laid at the door of general manager Fred Dietz, the good angel and faithful pilot of the association for so many years.

The election of directors to serve for the ensuing year was held and resulted in the following being elected: Herman Schlosser, O. E. Jahrsdorfer, Fred Dietz, Abe Strauss, Charles Raedle, Jr., Albert Rosen, George Kramer, John Borchers and Fred Hirsch, all of these having been re-elected with the exception of Fred Hirsch, who was elected to the board to fill the vacancy caused by the death of the association's venerable treasurer, H. Heinemann, who died January 11, 1928, after having served on the board of the association in the capacity of treasurer since 1890.

U. D. B. BEEFSTEAK DINNER.

Don't you remember the time when you inquired months in advance when the United Dressed Beef Company's salesmen were going to have a beef-steak dinner, and the date was made then and there, and nothing would interfere with your keeping it? Those were the days, and how you missed them! Now listen, there is to be a revival of the former days. On February 6th the salesmen of the United Dressed Beef Company will give an old-fashioned beefsteak dinner at Teutonia Assembly Rooms, 16th Street and 3rd Avenue. Louis J. Stern, manager of the beef department, is in charge of the affair.

NEW YORK NEWS NOTES.
Fred Schenk, president of the Columbus Packing Company, Columbus, Ohio, was a visitor to the city.

Joseph Emmart, president of the Emmart Packing Company, Louisville, Ky., was in New York during the week.

J. J. Wilke, head of the margarine department, Wilson & Company, Chicago, was a visitor to the city the latter part of the week.

John A. Kelleher, who has been assistant office manager of the Jersey City plant of Armour and Company, has been transferred to the Joseph Stern & Son plant as office manager.

Otto Schuler, who has been office manager of the Joseph Stern plant for the past three years, has been transferred to the Jersey City plant of Armour and Company as office manager.

J. Moone, who has been office manager of the Jersey City plant of Armour and Company for several years, has been appointed general auditor for Armour and Company in the Eastern division.

Frederick M. Tobin, president of the Rochester Packing Co., Rochester, N. Y., is at home from a fracture of the left leg, near the ankle. The accident happened on a recent visit to New York City.

A dinner and meeting of the branch house managers of Wilson & Company was held at the Pennsylvania Hotel on Thursday evening of last week. President T. E. Wilson and general branch house manager H. O. Wetmore spoke.

E. N. Sturman, one of the executives of George A. Hormel & Company, Austin, Minn., with Mrs. Sturman, spent a few days in New York before continuing their trip home. They arrived in New York on Tuesday from a cruise to the West Indies.

George Kern, Jr., recently completed a 3,726 mile tour of Europe in a 20-h. p. Klemm-Demmler airplane in company with a friend from Chicago who is a former German war ace. It is said they were studying the possibilities of the small plane as a commercial enterprise.

The annual ball of the Otto Stahl Employees' Welfare Association will be held February 4th at Audubon Hall, 165th Street and Broadway. This is an event eagerly anticipated and this year it will take the form of a masquerade and civic ball. Prizes will be awarded for the best and most original costumes.

W. K. Freiert, director of public relations, The Wm. Schluderberg-T. J. Kurde Company, Baltimore, Md., has been in New York for the past week organizing a district office, which will include Manhattan, Brooklyn, Queens, Long Island and certain parts of New Jersey. Headquarters are being established at 2 and 4 Stone Street, New York.

IMPORT SAUSAGE CASINGS.

Turkey and the State of Syria are added to the growing list of countries which have completed arrangements for furnishing certificates to accompany sausage casings exported to the United States, according to recent announcements by the Bureau of Animal Industry, U. S. Department of Agriculture. These certificates, which are required under the terms of B. A. I. Order 305, must bear the official title of the high official of the national government having jurisdiction over the health of animals in the foreign country in which the casings originated.

The official titles for some of these countries are as follows: Minister of Agriculture and Commerce, State of Syria; Minister of Agriculture, Turkey; Secretary of Agriculture, South Africa; Minister of Irrigation and Agriculture, Iraq; Minister of Agriculture, Canada; Secretary, Minister of Agriculture and Fisheries, England; Secretary of the Department of Lands and Agriculture, Ireland; Minister of Agriculture, Belgium; Secretary, Department of Markets and Migration, Australia; Federal Minister for Agriculture and Forestry, Austria; The Honorable the Colonial Secretary, Gibraltar; Royal Hungarian Minister of Agriculture, Hungary; Minister of Development, Chile; Minister of Agriculture and Labor, China, the Chinese certificate being acceptable for those from Tientsin only; Minister of the Interior, Germany; Minister of Agriculture, Latvia; Minister of Agriculture, Republic of the Lebanon.

TO BOOST QUALITY LAMB.

A movement to promote quality lamb consumption was set on foot in Chicago during the past week at a conference of Western lamb feeders and the National Live Stock and Meat Board.

It is believed that a better understanding and wider knowledge of quality lamb as one of the important meats in the diet of the consumer will considerably increase lamb consumption, without influencing adversely the consumption of other classes of meat.

With this in view a widespread, consistent publicity campaign will be inaugurated, not only to increase the demand for the lamb that will be available from the approximately 2,000,000 head of fed lambs to be marketed between now and May 1, but to absorb future marketings of fancy lambs.

With such an ultimate result in view, the cooperation of the meat packers and the retail trade was sought individually and through the offices of the meat board, the feeders at the same time arranging for the orderly marketing of the live animals.

A committee of seven, representing feeders producing approximately 50 per cent of the grain fed lambs of the country, consisted of H. W. Farr, Charles Mason, Fred Klink and M. C.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Jan. 26, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$22.50@24.50		\$21.00@24.00	
Good	19.50@22.50	21.50@23.00	18.00@22.00	20.00@21.00
STEERS (Lt. & Med. Wt., 700 lbs. dn.):				
Choices	20.50@22.50		21.00@23.50	22.00@23.00
Good	18.00@20.50	20.50@21.50	19.00@22.00	20.00@21.00
STEERS (All Weights):				
Medium	16.00@18.00	19.00@20.50	16.00@18.50	17.00@19.00
Common	14.00@16.00	18.00@19.00	15.00@16.00	
COWS:				
Good	15.00@16.50	16.50@17.50	16.50@18.00	16.00@17.00
Medium	13.50@15.00	15.00@16.50	15.50@16.50	14.50@15.50
Common	12.00@13.50	14.00@15.00	14.50@15.50	12.50@13.50
Fresh Veal (1):				
VEALERS:				
Choice	21.00@23.00		23.00@25.00	23.00@24.00
Good	19.00@21.00	18.00@21.00	20.00@22.00	21.00@22.00
Medium	17.00@19.00	17.00@18.00	17.00@20.00	18.00@20.00
Common	15.00@17.00	16.00@17.00	15.00@17.00	15.00@17.00
CALF CARCASSES (2):				
Choice				
Good			18.00@20.00	
Medium			16.00@18.00	
Common			15.00@16.00	
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	23.00@25.00	23.00@24.00	22.00@25.00	23.00@24.00
Good	22.00@24.00	22.00@23.00	21.00@24.00	21.00@23.00
LAMB (42-55 lbs.):				
Choice	19.00@23.00	20.00@22.00	20.00@23.00	20.00@22.00
Good	18.00@22.00	19.00@22.00	19.00@22.00	18.00@20.00
LAMB (All Weights):				
Medium	19.00@22.00	17.00@21.00	18.00@21.00	18.00@20.00
Common	18.00@21.00		17.00@20.00	
MUTTON (Ewes):				
Good	12.00@14.00	14.00@16.00	13.00@15.00	13.00@14.00
Medium	10.00@12.00	12.00@14.00	11.00@13.00	12.00@13.00
Common	8.00@10.00	10.00@12.00	10.00@11.50	11.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	14.00@16.00	15.00@16.00	15.00@17.00	16.00@17.00
10-12 lbs. av.	13.50@16.50	15.00@16.00	15.00@16.00	16.00@17.00
12-15 lbs. av.	13.00@15.00	14.00@15.00	14.00@15.00	14.00@15.50
15-18 lbs. av.	12.50@13.50	13.00@14.00	13.00@14.00	13.00@14.50
18-22 lbs. av.	12.00@13.00	12.00@13.00	11.50@13.00	12.50@14.00
SHOULDERS:				
N. Y. Style—Skinned....	10.50@12.00		11.00@13.00	11.00@13.00
PICNICS:				
4-6 lb. av.			11.00@12.00	12.00@13.00
6-8 lb. av.			11.00@12.00	12.00@12.50
BUTTS: Boston Style.....	13.00@15.00		14.00@17.00	15.00@17.00
SPARE RIBS: Half Sheets.....	10.00@12.00			
TRIMMINGS:				
Regular	7.00@ 8.50			
Lean	12.50@14.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

Warren of Colorado; E. S. Leavenworth and T. S. Hally of Nebraska, and Bert Culp of Kansas. These men will work in cooperation with the packers and retailers in an organized movement in the interest of quality lamb.

MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Inspection granted.—Swift & Company, 31-39 Union Avenue, Memphis, Tenn.; Castleberry's Product Co., 1621 Fifteenth St., mail box 98, Augusta, Ga.; Pearl Sausage Co. (Inc.), 15 Mercantile St., Boston, Mass.; Louisville Provision Co., 914-936 East Market St., Louisville, Ky.

Inspection withdrawn.—Jacob Dold Packing Co., Brooklyn, N. Y.; Far Famed Meat & Sausage Co., Kansas City, Kans.; The Great Atlantic & Pacific Tea Co., Newark, N. J.

Meat Inspection Extended.—Adolf Gobel (Inc.), 34 Rock St., Brooklyn, N. Y., to include George Kern, (Inc.); M. Reinfeld & Sons (Inc.), Newark, N. J., to include David J. Ershovsky (Inc.); Hygrade Provision Co. (Inc.), Brooklyn, N. Y., to include Palestine Brand Kosher Wurst Factory (Inc.).

*Conducts slaughtering.

BELL'S

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Lined



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BAGS
and
SAUSAGE
SEASONINGS

Write for Samples
and Prices

The Wm. G. Bell Co.

189 State St. Boston, Mass.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, prime, 100 lbs.	\$15.00@15.50
Cows, medium	5.00@ 6.00
Bulls, light to medium	7.00@ 8.25

LIVE CALVES.

Calves, veals, prime, 100 lbs.	\$17.00@17.50
Calves, common to medium, per 100 lbs.	12.00@14.75

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	\$13.50@14.00
Lambs, culs, 100 lbs.	7.50@10.00

LIVE HOGS.

Hogs, heavy	@ 8.50
Hogs, medium	@ 9.25
Hogs, 120 lbs.	@ 9.00
Roughs	@ 7.00
Good Roughs	@ 7.50

DRESSED HOGS.

Hogs, heavy	@13.00
Hogs, 180 lbs.	@13.50
Pigs, 80 lbs.	@14.00
Pigs, 80-140 lbs.	@13.50

DRESSED BEEF.

CITY DRESSED.	
Choice, native heavy	25 @26
Choice, native light	25 @26
Native, common to fair	22 @24

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	22 @24
Native choice yearlings, 400@600 lbs.	24 @25
Western steers, 600@800 lbs.	19 @20
Texas steers, 400@600 lbs.	16 @18
Good to choice heifers	22 @24
Good to choice cows	16 @17
Common to fair cows	14 @15
Fresh bologna bulls	@12up

BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	32 @38
No. 2 ribs	21 @23	25 @31
No. 3 ribs	18 @21	20 @24
No. 1 loins	29 @32	40 @44
No. 2 loins	28 @29	34 @38
No. 3 loins	22 @24	30 @33
No. 1 hinds and ribs	30 @32	28 @32
No. 2 hinds and ribs	24 @25	23 @27
No. 3 hinds and ribs	21 @22	20 @22
No. 1 rounds	19 @20	21 @22
No. 2 rounds	18 @19	19 @20
No. 3 rounds	17 @18	17 @18
No. 1 chuck	18 @20	20 @22
No. 2 chuck	16 @18	17 @18
No. 3 chuck	13 @16	15 @16
Bologna	@ 6	14 1/2 @15 1/2
Rolls, reg. 66@6 lbs. avg.	22 @22	
Rolls, reg. 46@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	.60 @.70	
Tenderloins, 5@6 lbs. avg.	.80 @.90	
Shoulder clods	.10 @11	

DRESSED CALVES.

Prime	24 @25
Choice	21 @23
Good	19 @20
Medium	18 @18

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	25 @26
Good lambs	24 @25
Lambs, poor grade	20 @22
Sheep, choice	15 @16
Sheep, medium to good	12 @14
Sheep, culs	8 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	20 1/2 @21
Hams, 10@12 lbs. avg.	19 1/2 @20 1/2
Hams, 12@14 lbs. avg.	19 1/2 @20
Picnics, 4@6 lbs. avg.	14 @15
Picnics, 6@8 lbs. avg.	13 1/2 @14 1/2
Roullettes, 6@8 lbs. avg.	14 1/2 @15 1/2
Beef tongue, light	26 @28
Beef tongue, heavy	30 @32
Bacon, boneless, Western	24 @25
Bacon, boneless, city	21 @22
Pickled bellies, 8@10 lbs. avg.	18 @19

FANCY MEATS.

Fresh steer tongues, untrimmed	28¢ a pound
Fresh steer tongues, l. c. trm'd.	38¢ a pound
Sweetbreads, beef	65¢ a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	15¢ a pound
Mutton kidneys	8¢ each
Livers, beef	30¢ a pound
Oxtails	18¢ a pound
Beef hanging tenders	28¢ a pound
Lamb fries	10¢ a pair

THE NATIONAL PROVISIONER

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	average 16 @17
Pork tenderloins, fresh	55 @60
Pork tenderloins, frozen	40 @45
Shoulders, city, 10@12 lbs. avg.	14 @15
Shoulders, Western, 10@12 lbs. avg.	13 @14
Butts, boneless, Western	18 @19
Butts, regular, Western	15 @16
Hams, Western, fresh, 10@12 lbs. avg.	19 @20
Hams, city, fresh, 6@10 lbs. avg.	21 @22
Picnic hams, Western, fresh, 6@8 lbs.	

LIVE POULTRY.

Fowls, colored, per lb., via express... 26 @27

Geese, via express..... 25 @26

Turkeys 30 @34

Pigeons, per pair, via freight or express 10 @10

BUTTER.

Creamery, extras (92 score)..... 47 1/2

Creamery, firsts (90 to 91 score)..... 46 @47

Creamery, seconds 41 1/2 @45 1/2

Creamery, lower grades 40 @42

EGGS.

Extras, gathered 48 1/2 @49

Extra firsts 48 1/2 @49

Firsts 47 1/2 @48

Checks 36 @38

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.

Ammonium sulphate, double bags, per 100 lbs. f. a. s. New York.....

Blood, dried, 15-16% per unit.....

Fish scrap, dried 11% ammonia, 10% B. P. L. f. o. b. fish factory..... Nominal

Fish guano, foreign 13@14% ammonia, 10% B. P. L. 4.00 & 10

Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f. o. b. fish factory..... Nominal

Soda Nitrate, in bags, 100 lbs. spot... 62 1/2

Tankage, ground 10% ammonia, 15% B. P. L. bulk..... 5.00 & 10

Tankage, unground, 9@10% ammonia. 4.50 & 10

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton

Bone meal, raw 4 1/2 and 50 bags, per ton

Acid phosphate, bulk, f. o. b. Baltimore, per ton, 16% flat..... 6 1/2

Potash.

Manure salt, 20% bulk, per ton..... 12 1/2

Kainit, 12.4% bulk, per ton..... 9 1/2

Muriate in bags, basis 80%, per ton.. 26 1/2

Sulphite in bags, basis 90%, per ton.. 45 1/2

Beef.

Cracklings, 50% unground..... 11 1/2

Cracklings, 60% unground..... 11 1/2

Meat Scraps, Ground.

50% 75 1/2

55% 75 1/2

CURING MATERIALS.

DRIED SALTPETRÉ.

In lots of less than 25 bbls.: Bbls. per lb.

Double refined saltpetre, granulated, 6c 5 1/2c

Double refined saltpetre, small crystal 7 1/2c

Double refined large crystal saltpetre 8 1/2c 8 1/2c

Double refined nitrate soda, granulated 4c 3 1/2c

IN 25 BARREL LOTS:

Double refined saltpetre, granulated, 5 1/2c 5 1/2c

Double refined saltpetre, small crystal 7 1/2c

Double refined saltpetre, large crystal 8 1/2c 8 1/2c

Double refined nitrate soda, granulated 3 1/2c 3 1/2c

IN 5 BARREL LOTS:

Double refined saltpetre, granulated, 5 1/2c 5 1/2c

Double refined saltpetre, small crystal 7 1/2c

Double refined saltpetre, large crystal 8 1/2c 8 1/2c

Double refined nitrate soda, granulated 3 1/2c 3 1/2c

IN 1 BARREL:

Fowls—fresh—dry pkd.—prime—12 to box: Western, 60 to 65 lbs. to dozen, lb. 30 @31

Western, 48 to 54 lbs. to dozen, lb. 27 @28

Western, 43 to 47 lbs. to dozen, lb. 25 @27

Western, 36 to 42 lbs. to dozen, lb. 23 @25

Western, 30 to 35 lbs. to dozen, lb. 22 @23

DUCKS—

Western, 60 to 65 lbs. to dozen, lb. 26 @28

Western, 55 to 59 lbs. to dozen, lb. 26 @28

Western, 43 to 47 lbs. to dozen, lb. 24 @26

Western, 30 to 35 lbs. to dozen, lb. 21 @22

SQUABES—

White, 11 to 12 lbs. to dozen, per lb. 80 @85

Prime, dark, per dozen..... 2.50 @3.50

Emil Kohn, Inc.

Calfskins

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